

CAN RESPECT BE THE KEY TO GLOBAL GROWTH IN THE PHARMACEUTICAL INDUSTRY?

Sintetica
SOLUTIONS

Are Data Security and Information Governance areas of concern for you and your company?

VIAI

- BOUTIQUE M&A ADVISORY FIRM OF THE YEAR, DALLA VERITA' & PARTNERS
- BOUTIQUE TRUST & ESTATES ADVISORY FIRM OF THE YEAR, DALLA VERITA' & PARTNERS



Dalla Verità & Partners is a team of experienced professionals who provides services to International Groups and high-net-worth individuals (HNWI). The team combines a well-established expertise with a thorough knowledge of corporate law and international taxation.

The constant analysis of global economics complements the legal competences of this young and innovative firm, whose team regularly attends international events, forums and studies.

An extensive, worldwide network of fellow professionals and organisations ensures a friendly, tailored approach: this not only makes Dalla Verità & Partners the ideal investment advisor, but also an invaluable partner for the optimisation and restructuring of existing entities from the legal, tax and financial perspectives.

Gianluca Maria Dalla Verità, a chartered public accountant, auditor, TEP and published writer, is the founding member of Dalla Verità & Partners, with the main branches in Bologna and London among the others. Along with his associates, who continuously train, he is specialised in advisory, M&A (advisor and originator) and cross-border taxation. He is experienced in financial instruments, securitisation vehicles and NPLs schemes in compliance with EU legislation, and has a longstanding and successful track record in the Far East and in African countries.

He is a member of various international bodies in the field of international tax law, takes actively part to think tanks in Macroeconomics and is a member of STEP, London branch, the World Society of Trust and Estate Practitioners.

Gianluca Maria Dalla Verità works with HNWI in areas such as tax structures for managers and sportsmen, real estate tax planning and regulations, and the arts. His considerable experience in trusts, foundations and probate proceedings makes him the best counsel for wealth management and family businesses.

With more than hundred and fifty publications on taxation and corporate, trusts and business law, he often collaborates with major publishers such as WOLTERS KLUWER; furthermore, he regularly lectures on these subjects for private entities and associations.

Gianluca Maria Dalla Verità has been studying worldwide trends and habits for decades. The core of his analyses is an insatiable curiosity about the individual motivations and behaviours that underlie macroeconomic phenomena. He is equally at ease exchanging ideas with ordinary people, scholars or leading entrepreneurs. His desire to understand the "stories behind the story" underpins astute strategic analyses of future events - insights that he enjoys sharing with both clients and friends in open conversations.

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- EXECUTIVE SEARCH ADVISORY FIRM OF THE YEAR (PE), FIREFLY PARTNERS



With over 10 years' experience dedicated to mid-market private equity, Firefly Partners works with investors to provide senior level executive search, management due diligence and origination support. We have a genuine understanding of the unique dynamics of the private equity environment, coupled with deep sector knowledge and extensive networks. Our collaborative approach means we operate as a trusted advisor throughout the lifecycle of the deal process, providing much needed knowledge and solutions to give our clients that all-important angle in a highly competitive environment.

We have extensive experience across a wide variety of sectors, notably:

Business Services	Financial Services
Industrial	Leisure & Consumer
Energy	TMT

Firefly Partners develops deep relationships with our clients, often working with them for many years on a retained basis. This enables us to develop a real understanding of their individual investment approach, sector focus and house culture, allowing us to subtly market our clients and persuade management to engage.

We have developed a reputation we are extremely proud of, working with some of the most established and well regarded investors in the UK mid-market. We operate with discretion and integrity, adding genuine value and provide a flexible, responsive and effective solution.

Executive Search

Firefly Partners knows that the right management team is instrumental to the success of your investment. We will introduce you to high calibre candidates with the operational, financial, strategic and general leadership skills required to drive the business forward, enabling everyone to reap the rewards at exit. Our focus is on board and management committee level hires, including non-executives.

With experience across the spectrum of investment types - from owner-managed to corporate spin-outs, secondaries or M&Bs - we are able to understand what skills may be required in each unique situation to ensure the management team is well-rounded with the right personal chemistry and cultural fit.

Our chairman are hands-on operators with proven track records; sector expertise and strong networks enable them to assist the investment process, whilst softer skills and political acuity mean they can mentor management and smooth the relationship between stakeholders. Our CFOs are ambitious entrepreneurs, natural leaders driven by the need to build businesses and create value, coupled with the strategic, operational and commercial skills to keep driving for exit. Our CFOs combine impressive technical skills and the right mind-set to be true business partners to their CEO.

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- NICHE BUSINESS MANAGEMENT CONSULTANCY OF THE YEAR (HEALTHCARE), FACTUM LTD
- NICHE BUSINESS MANAGEMENT CONSULTANCY OF THE YEAR (FINANCIAL SERVICES), FACTUM LTD
- GAMECHANGER OF THE YEAR, ANDREW DE BRAY, FACTUM LTD



Factum is a multi-faceted consulting firm that was founded with one thing in mind: Helping clients solve problems. With our team of expert consultants and principles of quality, dependability, and commitment, we establish enduring partnerships with clients across industries.

Our Mission is to partner with clients and transform their business from within. We realise that for our clients to remain competitive in their market, we must employ our capabilities at the very core of their organisation and ensure they continue to build on a solid foundation.

Our clients range from Fortune 100 and FTSE 100 organisations to mid-sized players seeking to grow to that level. Many of the companies we've worked with operate primarily in either energy, healthcare, financial services, or software, but we've helped a number of companies outside those industries as well.

Since we're a consulting firm, the capabilities we offer transcend industry boundaries, though we do of course take into consideration the industry context. Still, we find that sometimes our cross-industry experience is a tremendous benefit for clients in that we are able to apply concepts from one industry to another. This often results in a solution that would not have been possible using singular industry knowledge.

As for the capabilities we offer, they can be summed up in six core areas:

- Change & Transformation
- Strategy & Advisory

- Delivery management
- Organisational design
- Resource development & education
- Documentation

Our Thoughts on Winning ACQS's Global Awards 2017

Winning a business award offers us a tremendous sense of pride. To know that other people have deemed us the worthy of such accolades makes us feel vindicated—that we have delivered service in a manner that really left a lasting, positive impression.

And for those awards to be UK - Niche Business Management Consultancy of the Year (Healthcare) and UK - Niche Business Management Consultancy of the Year (Financial Services) is all the better. As we mentioned earlier, healthcare and financial services are prime sectors for us. Of course, our current clients know of our dedication and ability to deliver, but now prospective clients can be more confident in choosing to partner with us.

We're also quite proud of our managing director, Andrew de Bray, for winning Gamechanger of the Year. It's a tremendous honour for his leadership at Factum, combined with his consulting work, to be recognised in this fashion.

If we can speculate as to the reason behind the wins, we can only assume that our great work has spoken for itself. We maintain a high retention rate with our clients for a reason: Our strict adherence to our principles, it's something our clients enjoy and appreciate greatly.



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- MANAGEMENT DUE DILIGENCE ADVISORY FIRM OF THE YEAR (PE), FIREFLY PARTNERS



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Management Due Diligence

Ranging from in-depth referencing of one person to spending time with the whole management team, our Management Due Diligence delivers thorough, insightful and timely appraisals of those you are seeking to back, forming an integral part of your overall due diligence process. We will undertake rigorous interviews with the team and external referees, before presenting a comprehensive report with our assessment of the key issues.

In addition to highlighting strengths and weaknesses, our reports can also bring to light skills gaps, conflict, dysfunction and personal agendas, helping the potential investor to better understand the team dynamic and address possible risks. We can also undertake discrete enquiries gauging market views at an earlier stage, perhaps addressing delicate issues such as potential corruption. Experienced across the spectrum of investments we are familiar with the often sensitive challenges involved in dealing with management teams going through huge change and cultural upheaval.

Our due diligence can also be used as an opportunity for Firefly to subtly market you as the preferred investor, or to assess potential overlap and power battles of an acquisition by an existing portfolio business.

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UK

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