



## Acquisitions and technical due diligence



My client who monitored UK Oil and Gas production within the North Sea wanted to expand their activities.

They held a wealth of research software, had research scientists in house and could develop new, innovative algorithms.

The company wanted to take some of their server based research code and develop a PC based toolkit of products for remote reservoir engineering.

I was hired to devise a technical and marketing strategy to get this new range of products to market. As part of the technical strategy I built the initial tool for the toolkit proving the concept worked.

Whilst devising the strategy, it became clear that an American company, Boffin Inc were also trying to do the same thing.

### Problem

To bring leading research code to the market place.

### Solution

Acquire an American company to speed the route to market and acquire more research software.

### My Role

Strategy  
Technology Due Diligence  
Project Management

### Acquisition assessment

The obvious strategy was to speak with the Dallas based company and find out if they would trade their knowledge with us.

On my first visit, it became very clear that they lacked the skills base to complete their development and needed a partner. My assessment was that we should acquire the American company, both for this particular piece of research software, but also for their research code which was better suited to our toolkit project.

In the coming months, I performed a technical due diligence on the company, reviewing their software and models, test building and securing all the software to ensure that it all existed and could be built as the software was the only company asset and was the sole reason for the acquisition.

During the following 2 years, I took on the role of Technical Vice President, overseeing the software development and prototyping new techniques to ensure that they were technically sound.

We developed the company to become a niche specialist in taking research and mainframe code and moving it quickly to PC and laptop environments.

The company was later sold to a bigger software development company who wanted to enter the sector.