

# **Guavus : International Acquisition Initiates Exponential Growth**

Guavus is a 'big data' analytics provider, who integrates with a suite of decision-making applications that enable enterprises to make better-informed and timelier decisions. The company was evaluating product and market expansion strategies and had identified a potential international acquisition target, Neuralitic Systems. We assisted with the evaluation and execution of their business development plans, including M&A strategy development, deal management, valuation, negotiations, due diligence, and integration. We advised on international legal, tax, and accounting matters. The international acquisition outperformed its projections by four times, and target ROI for the investment was achieved within the first year.