

Business Intelligence and Research

Investigative Research
Reputational Due Diligence
Asset Searches
Industry or other Investigative
Research
Business and Competitive
Intelligence

Having complete and accurate business and financial intelligence is critical to managing business risks and maximizing the outcome of many high stakes business decisions. Utilizing the skills of investigative professionals affords a more competitive position in commercial disputes, asset recovery and business endeavors.

Navigant Consulting's Business Intelligence and Research ("BIR") practice provides business intelligence and research expertise to clients when they need critical information that is not readily available. Our professionals uncover the data that helps clients and counsel:

- » Develop intelligence to support case-specific legal strategies;
- » Evaluate business opportunities; and
- » Investigate the strengths and weaknesses of competitive businesses.

Why Navigant Consulting

- » Navigant Consulting has 1,800 consulting professionals working in North America, Europe and Asia. This comprehensive international network provides us with the resources and contacts we need to conduct our investigative research around the globe.
- » Our team of researchers and investigative professionals have decades of experience in conducting research into complicated business entities, transactions and partnerships. This experience has helped us develop extremely sophisticated and thorough research tools and methodologies.
- » We know that research into complex business issues cannot be limited to readily accessible information sources. The Navigant Consulting research team is committed and trained to uncover every legally available data source to provide the most in-depth and comprehensive intelligence to the client.

Our BIR team is comprised of experienced investigators and research specialists with diverse educational and professional backgrounds including the practice of law, library sciences, journalism, investigative research, intelligence, law enforcement, corporate security, business and corporate investigations, and Certified Fraud Examiners.

With this wide range of expertise and our "investigative mentality", we provide invaluable information and intelligence whether for litigation support, asset tracing and recovery, general background information, or due diligence purposes. Our professionals are trained in a variety of techniques including research, discreet inquiries and interviews that allow them to retrieve critical information using legal methods so that the information can be used in a courtroom, if necessary.

Services

The types of services offered include:

- » **Investigative Research** – We establish background profiles of individuals, assets and/or corporate entities to assist in investigative accounting matters; for example, uncovering hidden connections between parties and retrieving information to identify/assess related party transactions.
- » **Reputational Due Diligence** – We assist investment/merchant banks, private equity firms, pension funds, acquisitive corporations, and corporate lawyers by profiling key executives/owners of companies in which they will invest or acquire. Our professionals search for the hidden issues and activities.
- » **Asset Searches** – Asset searches are conducted at the outset of fraud investigations to establish the lifestyle of the fraudster relative to known income and the assets that may be recovered in litigation. This service is a combination of public record and database research, and discreet enquiries.
- » **Industry Research** – Our investigative research team works with counsel and forensic accountants to assist clients when assessing damages.
- » **Business and Competitive Intelligence** – The BIR practice works with clients to identify the data points that are critical to support critical business decisions of our clients. Our highly trained research team will conduct exhaustive searches to collect the necessary intelligence making absolutely sure that no piece of information is overlooked.

Contacts »

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About Navigant Consulting, Inc.

Navigant Consulting, Inc. (NYSE: NCI) is an international consulting firm combining deep industry expertise and integrated solutions to assist companies and their legal counsel in enhancing stakeholder value, improving operations, and addressing the challenges of uncertainty, risk and significant business model change. Professional services include dispute, investigative, operational and business advisory, risk management and regulatory advisory, and transaction advisory solutions. The Company focuses on industries undergoing substantial regulatory or structural change, including financial services, insurance, healthcare and energy. Navigant Consulting has offices in over 40 cities in North America, Europe and Asia.

Selected Case Examples

- » **Investigative Research** – In a large insider-trading investigation, we were asked to assist in developing profiles of all family members, friends, business associates and corporate identities affiliated with an investment banker under investigation. This work was a combination of public record research and discreet inquiries. The project lasted several months and provided invaluable insights which assisted in the overall strategy of the investigation.
- » **Reputational Due Diligence** – Navigant Consulting professionals were retained by an investment bank in the United States to conduct reputational due diligence on a well-known, high net worth family in Canada. While the client was aware of issues surrounding the family's past business practices and style, it wanted to gain a greater understanding of the actual issues, how they were resolved, and the ongoing impact on the family's reputation. This assignment involved a combination of extensive public record and database research, discreet enquiries with sources familiar with the family's business, and interviews of key family members and various consultants and advisors to their business. The critical findings disclosed allegations of bribery/ payment of secret commissions regarding the financing of one of the family's investments, questionable methods of restructuring the family's business, and misappropriation of funds regarding a joint venture in the United States.
- » **Asset Searches** – To assist with a large fraud investigation, the BIR group was asked to look for assets and corporate or individual connections between the apparently independent parties allegedly involved in several frauds. This research included database, public record, and telephone research which identified a number of historical connections that suggested the fraudsters were acting as a coordinated group. Significant realizable assets were also discovered. Our work also included conducting inquiries in India, which confirmed that a corporate entity, to which US\$1 million of our client's funds had allegedly been sent, was in fact a dress shop. In addition, we established that the bank branch, to which the funds were allegedly sent, did not exist.
- » **Industry Research** – Our client was considering moving its business into Canada and was interested in understanding the political, regulatory and public-relations issues which might impact on its business. It had a very generic approach to a highly regulated industry. Our work, which included database research and telephone interviews with advocacy groups, disclosed that the approach being taken by the client would conflict with contemplated regulatory changes coming into effect and would be met with resistance. The client modified its business plan to take our findings into account.
- » **Business and Competitive Intelligence** – In a hostile takeover, when there was significant resistance from the target company, Navigant Consulting professionals were retained by the acquiring company to examine the various corporate vehicles and directors of the target company and identify any conflicts of interest. Our research and analysis determined that the chief executive officer had a number of personal investments that placed him in a position of conflict. In addition, it disclosed that the independent directors were not truly independent. This key evidence assisted the client strategically in its bidding process.

