

INSIGHT

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# Business Intelligence

## Identifying risk - Knowing the Who, What, Where and When

The Insight team are comprised of highly experienced investigators with extensive commercial experience in conducting complex investigations into the affairs of a variety of corporate and personal subjects.

Our role, and objective, is to assist clients in addressing a 'knowledge void' in terms of who they are proposing to engage with.

Our clients include government agencies, financial services institutions, corporates, law firms and individuals. The scope of our reports can be determined both by the specific needs of the client and our understanding and knowledge of the background on the subject.

Insight Intelligence Reports provide an analysis of the background research into individuals and companies by combining intelligence from public open source records, corporate information, business interests, media archives, social media history and other discrete sources. Our services cover a worldwide basis and are highly discrete and confidential.

At the very core of Insight is the desire to help quantitatively define business risk. Whilst globalisation offers unlimited opportunity it also comes with new risks and when deciding whether to progress with a business relationship, it's often important to understand more than just the financial information.

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## Our Services

Our vast range of resources allow us to draw information from a range of proprietary and public information databases. We seek to understand the who, what, where and when and provide the answers to our clients in a digestible form.

Our specialised techniques mean that often we locate information that others cannot. With the benefit of our analytical expertise, we interpret and refine the data obtained to build a picture of the subject's financial, business and personal circumstances.

The uses of Insight are extensive and risk mitigation is paramount regardless of the application.

Understanding what a business relationship is truly worth can help you make key decisions about strategic alignments, determine the right strategy to take in litigation or assist you in adversarial situations such as enforcement action.

The Insight Intelligence Team can provide a comprehensive business intelligence solution under strict confidentiality which enables stakeholders to make critical business decisions with confidence.

## Litigation Support

Uncovering assets in matrimonial disputes  
 Pre litigation decision making i.e. is the defendant a mark  
 Debt recovery  
 Fact finding relevant to claims and defences  
 Investigating Plaintiffs/ Defendants

## Reputational risk protection

Anti-bribery and corruption due diligence  
 Political risk assessment  
 Senior Management due diligence

## Pre lending services

Understand the Borrower  
 Used by financial services and investors at the point of lend  
 Snapshot of wealth/ asset position

## Asset Tracing

Debt recovery  
 Understand the wealth/asset position of a subject  
 Identifying and locating concealed assets  
 Assess financial capability of subjects

# Uses of Insight Intelligence Reports

## Strategic Intelligence

### Customer and Supplier Screening

Minimise PR/ Reputational risk  
 Minimise risks to the supply chain  
 Reduce risk of bad debt  
 Understand international risks

### Senior Management Intelligence

Identify PR/ reputational risk  
 Verify credentials  
 Understand experience and behavioral characteristics

### Investment Due Dilligence

Interrogation beyond the numbers  
 Understand strategic and cultural fit  
 Identify qualitative issues  
 Identify reputational/ integrity risks

### Counter Party Due Dilligence

Understanding JV partners  
 Identify third party risks

### Competitor Intelligence

Interrogate financial characteristics  
 Understand ownership structure  
 Identify operational patterns

## Reports

Our experience has identified that in many instances clients feel prohibited from carrying out investigations as a result of financial constraints and the potential that findings will be of minimal benefit.

To counter this we have developed an initial Insight Report which is both comprehensive and cost effective. If following this initial investigation a client wishes to investigate the findings further then this can be progressed under separate terms.

The Insight Intelligence Team can conduct the following initial searches on either individuals or corporate entities:

### Individual

- Identification of lands and properties held or transferred by the individual within Northern Ireland, the wider UK, Republic of Ireland, Europe, USA, Asia and most other foreign jurisdictions;
- Identification of current and prior directorships;
- Identification of current and prior shareholdings;
- Identification and background on connected parties;
- Background on the financial and corporate history of the subject to include confirmation of current or prior bankruptcy, voluntary arrangement and director disqualification proceedings;
- Recent press articles and social media trail referring to the individual; and
- Various other discrete source enquiries.

### Corporate Entities

- Legal and beneficial owners of the entity;
- Background searches on the associated and affiliated entities of the owners and shareholders of the entity;
- Recent transactions completed by the entity;
- The background and business track record of the entity including press articles and social media trail;

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- A summary of the latest financial results of the entity;
- Identification of lands and properties owned or transferred by the entity; and
- Various other discrete source enquiries.

### Report Output & Cost

We offer two types of Insight Intelligence Reports at a range of costs subject to clients' requirements:



**Insight Intelligence Report (full):** The Insight Intelligence Report presents all results obtained from our intelligence resources and provides an in-depth analysis of the background research into individuals and companies. Costs start from £900 upwards.



**Insight Snapshot Report:** Our Insight Snapshot Reports offer an overview of specific searches obtained from our wide-ranging resources that provide clients with qualitative information that is often required immediately. Costs start from £400 upwards.

Contact **INSIGHTS TEAM**



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