

How Torqx has developed their competitive edge with Gain.pro

Introduction

Torqx Capital Partners is a prominent private equity firm in Belgium with a mission to build value and create momentum in their portfolio companies for long-lasting success. They specialize in medium-sized companies in various industries, including manufacturing, distribution, and services. The team is keenly interested in developing partnerships with entrepreneurs and management teams based on trust and collaboration, where everyone shares the same passion and joy. This case study is based on a December 2022 independent survey of Gain.pro customers by TechValidate.



“With Gain.pro I find more opportunities and I find them earlier than before.”

“It helps to quickly find financials of companies as well as a competitor benchmark. It also gives valuable insights on different niche markets and its players ”

Challenges

Rename section: A digital approach to private equity

Paragraph: With competition at an all time high, developing a competitive edge is essential in becoming a top performing private equity investor. One of the best ways to do this is by creating efficiency in your workflow so you can spend more time focusing on value-add tasks that differentiate yourself from your peers. This is why Torqx believes a digital approach to company research is essential to winning in today's deal environment.

Private marketing intelligence and deal sourcing platforms can help speed up company research and automate aspects of a deal workflow. Not only does this create efficiency in day-to-day operations, but allows investors to identify deals earlier than ever before.

Use Case

Rename section: Procuring a private market intelligence platform

When searching for a private market intelligence platform, Torqx knew that the best tool would not only provide high-quality data on the companies in their total addressable asset pool, but would allow them to undergo deep analysis on both companies and industries. Ideally, they were looking for a platform that had capabilities that include:

- *Search and filter functionality
- *In-depth market reports on niche industries
- *Large coverage of companies

With these functionalities at the forefront of their search, Torqx made the obvious choice of procuring Gain.pro.

Additional section name: Why Torqx chose Gain.pro over other solutions

In addition to Gain.pro's impressive functionalities, what ultimately led the team at Torqx to procure the platform was that our information and data is of higher quality and more reliable than other sources. We curate information and data using advanced technology and teams of local-for-local analysts, so our database is always up-to-date.

Torqx can easily access the information that is most relevant to them with our renowned, user-friendly platform that is intuitive to use right from the start. Because of this, they could immediately implement our platform into their daily workflows.

The reason why the Gain.pro platform is the best private market intelligence platform for investors is because it was made by investors. The founding team has years of experience working in the private equity industry, so they know exactly what solutions investors need in a digital tool.

Results

Rename section: Leveraging Gain.pro for efficiency in private equity

Paragraph: Once the team integrated Gain.pro into their tech stack, they began using it to speed up company research to help them find new opportunities as well as to discover new add-on opportunities in their sweet spot. In addition to this, they use the platform to

- *Benchmark companies
- *Identify competitors or adjacent companies
- *Dive into new industries and niche markets

Additional section: The benefits of a digital approach

Paragraph: Since using Gain.pro, the team at Torqx has seen many positive effects in their daily workflows. In fact, they report that Gain.pro:

- *Provides easy access to private market information
- *Supports better visibility on companies that are relevant to them
- *Automates part of their research and deal sourcing workflow
- *Provides them with the latest financials
- *Creates efficiency, allowing them to reallocate resources to value-add tasks
- *Keeps them informed on the latest deal news and industry trends

All of this has allowed the team to save hours of time that would have otherwise been spent on tedious tasks.

Organization Profile

Organization:
Torqx

Industry:
Foundation

About Gain.pro

Gain.pro is on a mission to serve everyone across the globe who wants to find, understand and track sizable companies. Our market-leading SaaS platform combines the best research, technology and user experience to provide our customers with a strong competitive advantage. 1000's of users across major investors such as CVC, Cinven and Equistone, M&A Advisors Lazard, Rothschild and Perella Weinberg and consultants McKinsey, Bain and BCG take advantage of our local for local research teams to provide them with private company analysis, in-depth reports in niche markets and strategic insights into PE investment behavior – all while giving us an industry-leading NPS of <70. Founded in 2018 by a team with careers in consulting, private equity and technology, we are a fast-growing, remote first scale-up with hubs in Frankfurt, Amsterdam, Paris, London and Warsaw.

Learn More:

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