

How Ardian Achieves Deal-Ready Insights at Scale



Ardian is a global diversified private markets firm with over \$196bn in assets under management or advised. With 22 offices globally, Ardian invests across Europe, the Americas, Asia and the Middle East, partnering with institutional and private investors to deliver long-term, resilient outcomes. Through its private equity platform, including buyout, expansion, infrastructure, growth, co-investment, private credit, real estate and its secondaries & primaries strategy, Ardian takes direct ownership stakes in businesses, applying deep financial and operational expertise to drive growth, international expansion and improved sustainability performance. Gain supports Ardian's Private Equity teams across Europe.

The Challenge:

Reducing the Manual Research Tax

Even with their existing intelligence tools, Ardian Private Equity teams faced a manual research tax as their junior professionals would spend a significant amount of time aggregating data from disparate sources. **"In the European market, company filings are often inconsistent, incomplete or delayed. Legacy databases often exacerbated this issue by simply scraping raw filings without contextual verification, forcing analysts to act as data aggregators rather than strategic thinkers."** - Maxime Casacau, Senior Data Manager at Ardian

The Solution:

An Intuitive Platform with Reliable Insight

Ardian evaluated several private market intelligence platforms, but Gain stood out because of its combination of advanced technology with deep human expertise. They appreciated that the platform delivers high-quality data enriched with actionable business insights, with every profile verified and enriched by M&A-trained analysts through a three-person quality assurance process.



"This manual puzzle-building was not only time-intensive, but it also increased the risk of error. We needed a solution that would centralize this data into a full financial picture in a single interface, allowing us to move past the research phase in minutes."

Maxime Casacau

Senior Data Manager at Ardian

"Beyond the data itself, the platform's UX/UI is great. In a firm like Ardian, where technology must be adopted across diverse expertises, having an intuitive solution is a massive advantage. Senior professionals, who may be less inclined to navigate complex systems, can instantaneously access a 360-degree view of a target." - Maxime Casacau

Additionally, they were impressed by the platform's API integration with their CRM which allows them to gain quick access to insights across their whole deal flow.

Use cases:

Operationalizing Gain Across the Entire Investment Lifecycle

- ✔ Screen sectors efficiently using AI search features to identify targets that fit specific investment criteria
- ✔ Map markets for build-ups with in-depth industry reports that surface relevant international add-on opportunities
- ✔ Prepare faster for meetings with instant access to company profiles covering business models, financials and market positioning
- ✔ Quickly access insights on financials and market data during calls with advisors using the browser extension
- ✔ Benchmark competitors by tracking sponsor activity, estimate dry powder and analyze M&A patterns of strategic acquirers

“A core pillar of Ardian’s value creation is transforming local players into global champions. We use Gain to proactively screen entire sectors, leveraging AI functionalities to identify companies that meet very specific investment criteria. Combined with in-depth industry deep-dive reports, this allows us to map fragmented international markets, build exhaustive target lists and identify highly relevant build-up opportunities aligned with the long-term strategy and industrial niche of our portfolio companies.”

Maxime Casaucau

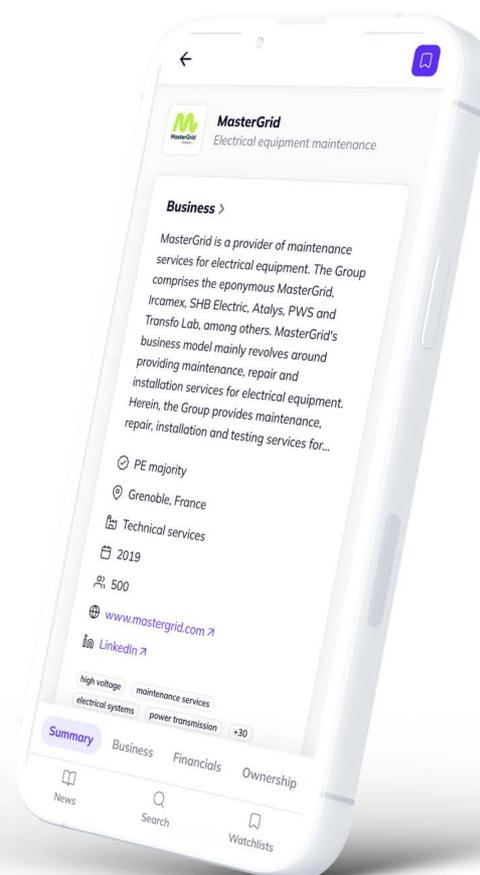
The Results:

Unlocking Higher-Impact Work Across the Team

Since integrating Gain into their daily workflows, Ardian has significantly improved operational efficiency and has reallocated human capital toward high-impact activities.

“Before Gain, a junior team member might spend up to 10 hours a week building company profiles and consolidating data. Junior team members are now able to focus on more value-added tasks such as deeper due diligence, relationship building and creative sector analysis. The speed to insight is now nearly instantaneous, allowing us to be proactive for sourcing and driving M&A strategy.”

Maxime Casaucau



Additionally, by creating efficiency in their workflows, Ardian's teams can dedicate more time to the relationships that ultimately drive successful outcomes.

"In private equity, the human side is our true differentiator. Gain allows us to focus on the creative aspects of our work, brainstorming value creation levers and supporting our management teams rather than cleaning spreadsheets."

Maxime Casaucau

Beyond efficiency gains, Gain also delivers strategic value through API by enriching Ardian's internal data platform and strengthening the foundations of its AI roadmap.

"By feeding verified, high-quality external data into our proprietary knowledge, we can bridge our internal deal history and external market information. This high-fidelity data is a critical prerequisite for our AI roadmap. By using Gain to ensure the accuracy of the underlying data, we significantly improve the

quality of the insights generated by our AI solutions, ensuring they provide our teams with the most trustworthy answers possible."

Maxime Casaucau

Enabling Long Term Value Creation

Today, Gain is embedded across Ardian's private equity workflows, supporting teams from origination through execution and long term value creation. By centralizing market intelligence and delivering instant access to insights, the platform enables Ardian to move faster, think more strategically and focus their expertise where it matters most.



Scan to try Gain for yourself

"The only reason not to recommend Gain is to keep it for myself."

