



Deloitte

Deloitte provides industry-leading audit and assurance, tax and legal, consulting, financial advisory, and risk advisory services to nearly 90% of the Fortune Global 500® and thousands of private companies. Its people deliver measurable and lasting results that help reinforce public trust in capital markets, enable clients to transform and thrive, and lead the way toward a stronger economy, a more equitable society, and a sustainable world. Building on its 175-plus year history, Deloitte spans more than 150 countries and territories. Learn how Deloitte's more than 450,000 people worldwide make an impact that matters at www.deloitte.com.

Deloitte's Mergers & Acquisitions (M&A) team is comprised of more than 20,000 advisers globally that deliver world-class, digitally enabled M&A advisory services across the deal lifecycle. To Deloitte, mergers, acquisitions, divestitures or joint ventures are more than just a chance to execute a disruptive business strategy — they are game-changing moments. They are opportunities to blaze a new trail and connect for a positive impact on business and society. But in this space, you should move fast and bring new ideas.

Which is why Deloitte wanted to create a faster, better way to identify organizations likely to engage in M&A activity and help their clients shape a vision for their deal--spotting value others would miss.

To adapt quickly and lead in the fast-paced M&A market, Deloitte kicked off its "M&A Sensing" project in 2020. The goal was to create a market-leading, AI-enabled solution informed by predictive models to identify companies with a high propensity to transact.

"To create the leading AI-driven propensity model for our M&A Sensing solution, we needed much more data – and more granular data – than ever before. And we needed tools that would enable us to analyze all that data efficiently."

IAN TURNER
GLOBAL FUTURE OF M&A LEADER

“Moody’s data sets provide Deloitte with global coverage of both private and public entities and M&A-specific insights, which was just what we needed to train our M&A Sensing predictive AI-models.”

DEEPAK LARECHA

GLOBAL FINANCIAL ADVISORY CHIEF
TECHNOLOGY OFFICER

Moody’s Analytics solution

Deloitte selected three Moody’s Analytics solutions to address its needs: Orbis, Orbis M&A and Moody’s DataHub.

The Orbis data sets deliver great breadth and depth of company data by accessing information on more than 462 million entities globally. Its robust database includes deep private company and small and mid-sized company data, as well as detailed deal information to inform Deloitte’s M&A Sensing solution.

The Moody’s DataHub platform helps Deloitte combine, analyze, and manage large amounts of data, with transparent data dictionaries, table structures and other technical data without having to ingest the data in-house. Deloitte can create custom data sets on the platform, and define the format, delivery method and frequency of data delivery to feed directly into the machine learning models powering the M&A Sensing solution.

“Bringing together our vast global transactions experience, skilled AI engineers and extensive proprietary and external data sets like Moody’s, enables us to provide a truly differentiated solution and service, designed to help empower clients to harness the power of AI and data to accelerate the pace of business innovation and value.”

IAIN MACMILLAN

GLOBAL M&A SERVICES LEADER

Results

Deloitte launched its AI-driven M&A Sensing solution, informed by Orbis and Orbis M&A data and Moody’s DataHub analytics and other data sources and the solution has transformed Deloitte’s M&A deal origination operations globally. Deloitte was able to harness the power of AI and data to fundamentally change the game of M&A deal sourcing in the market. Deloitte’s advanced proprietary M&A technology and analytics help their clients unlock and realize value at each stage of the M&A lifecycle. Having access to Orbis M&A data and Moody’s DataHub analytics, has helped Deloitte M&A practitioners continue to perform their jobs more efficiently, and better serve their clients.