

Walnut - RBS Case Analysis

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Due Diligence for Customers

- DD work needed to done by Nov. 14, 1997
- Focused on recent RBS customers, Established customers and putting RBS in front of new customers
- Requested Tasks assigned to "Walnuters"

Recent Customers

- Brian Ralston, CFO, Mainsoft(NJ)
- Sloan Development(OR)

New Customers

- Steve S., CFO, Atlas(Burlington)

Strength & Weakness

Questions

- Who are they, Walnuters ?
- Got enough customer DD check list?
- Got qualified customers?
- What is RBS's strength? weakness?
- What is cash flow from operation?
- What is competitive differentiation?
- Target customers

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