



Growing Through Acquisition And Adding \$1MM To The Bottom Line

The Company

Our client; a multi-million dollar Professional, Cloud and Managed Services Provider with multiple locations in several states, has built its business primarily via acquisition. Over the years, as they acquired more and more businesses, they discovered that many of these investments did not meet sales and profitability goals post-integration.

With a staff of 150+ employees, this high-profile business desired to realize profitable future growth through continuing acquisition activities, and engaged with SPC to help them develop and implement a more effective due diligence, qualification and recommendation, valuation and post-acquisition integration strategy.

The Need

Since the company's prior experience with acquisitions and post-acquisition merger integration activities failed to consistently meet their expectations, they needed objective, skilled, third-party assistance to modify their existing pre- and post-acquisition processes and procedures in order to more effectively qualify and value acquisition opportunities and accelerate post-acquisition benefits.

This required the implementation of new processes and formulas to more objectively assess new potential acquisitions from leadership, financial, operational, sales, vendor and technical perspectives during the due diligence process, and if recommended, value them appropriately. In addition, new post-acquisition integration processes were needed in order to address differences in cultures, accounting systems, PSAs/RMMs, incident and project management, etc., effectively in order to realize rapid ROI.

