

Financial Leadership & Expertise in Carve-Out Situation

The Issue: A global private equity firm acquired a distressed division from a large Fortune 500 company. Prior to its divestiture from the Fortune 500 parent, this division relied upon the corporate shared services function for everything from A/R and A/P processing to global consolidation accounting and financial reporting. The private equity firm required assistance from an experienced team to establish infrastructure, controls, and processes for an entity with a global footprint. This requirement was particularly urgent as the new company was in financial distress and visibility to key financial metrics was essential in providing the new ownership and executive team timely and accurate data for critical decision-making.

The Solution: A solution was provided to the client whereby short-term and long-term objectives were prioritized. In the short-term, skilled consultants provided the required expertise and manpower to generate timely Income Statements, Balance Sheets, Cash Flows, Forecasts, and other key Metrics and Analysis. The complexity of a global footprint, poor financial stability, and limited accounting and finance processes were met by creating financial reporting tools that could meet the requirements of management along with reporting for banking covenants and international statutory and tax reporting. These initial goals and objectives required experienced professionals who understand the financial and accounting requirements, the financial IT expertise, and sophistication in controls and processes. Interim resources brought the skill, knowledge, and judgment to allow these objectives to be met quickly and on scale for the client's needs.

Longer-term priorities were set to develop a finance and accounting organization with processes and controls that could be maintained by permanent hires of the newly acquired company. The interim resources helped to establish the correct positions

and job descriptions required to position the company for growth. In addition, interview support and recruiting guidance was provided to ensure that the permanent hires possessed the right "DNA" and skills required to execute the vision of the new private equity ownership and executive team.

Additional expertise and resources were also provided during this "start-up" period to assist with the integration of a subsequent bolt-on acquisition. This acquisition of a mid-sized publicly-held company added to the complexity of the project and was met with professional skills and leadership.



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