

Client Case Studies

Relevant Experience of Associates

Crescent Solutions, LLC

Client Case Study 4

Client

Managed network services and hosting provider on the US East Coast.

Situation

This company's growth had been relatively flat for several years. It offered a wide range of services and equipment reselling and needed to re-focus its offerings to the areas with the best long-term growth potential. The company was also interested in acquiring a firm that would accelerate its growth and positioning in a chosen focus area.

Solution

Conducted a growth strategy and mergers & acquisitions (M&A) readiness review. Identified managed network services/hosting and disaster recovery services as the direction to pursue, and led an M&A effort to find a local managed services company to buy. Defined the ideal company criteria, screened and selected candidate firms, led meetings between the two parties, developed the letter of intent, conducted due diligence, and facilitated the process leading up to the closing. Provided coaching and counsel to the executive team throughout the acquisition phase.

Result

The company acquired a small network infrastructure firm with an established client base. The acquired firm's assets were successfully integrated into the existing company's facilities, and the newly enlarged team was reorganized to include and engage new skill sets. Clients were successfully transitioned to the new organization, and processes were streamlined to enhance client service. The acquisition has enabled the company to leverage itself into the managed network services marketplace.
