

Private equity firms have a certain urgency stemming from their goal to increase the value of the acquired company within a particular time period, be it 3 to 5 years. The strength of the management team is critical to execution yet getting the leadership right and the workforce engaged is tricky when stitching together companies into a unified business or transforming a business to success.

We help identify vulnerable areas to allow you to build the managerial talent needed to carry out the business plan at the acquired company.

Private Equity Culture Due Diligence Report

EXECUTIVE AND MANAGEMENT

A key deliberation when considering whether to invest in a company is the quality of the management team, including the strength of the individuals as a group.

We identify:

1. Quality of the senior management team
2. Synergy and performance between upper management layers
3. Priorities and resources that management place on key business drivers that impact success

WORKFORCE CAPABILITIES AND ENGAGEMENT LEVELS

The skills and engagement levels of the workforce provides an idea of strength of the culture and capabilities of the business to achieve goals.

We identify:

1. The strength of the frontline leadership team
2. The performance of individuals and teams
3. The engagement and satisfaction levels of the workforce

SALES SKILLS AND SATISFACTION LEVELS OF CLIENTS

The success of the sales force and the loyalty of clients paints a picture of the business opportunities and the ongoing success of the business

We identify:

1. The skills and talents of the sales team
2. The strength of the client base and any risk
3. Sales and service opportunities to increase revenues from existing clients