



# 90-Day Acquisition Integration Playbook Execution

## Case Study

### Background

Our client maintains an aggressive acquisition strategy to gain regional market share. Our client desired a playbook to run their integration process repeatedly.

We used our playbook on this \$28M tuck-in acquisition to integrate the Seller's management, systems, and accounting functions into the platform in 90 days.

### Objectives

- + Implement cash control over collections, disbursements, and forecasting.
- + Implement close process and timeline aligned to the acquirer.
- + Implement flash reporting on days 3-5.
- + Prepare networking capital and purchase price allocation.
- + Transition controller duties to acquirer accounting team.
- + Integrate acquired business unit into platform systems.
- + Train and go-live on platform systems at acquired site.

### Solutions

- + Implemented cash control and forecasting within first 30 days.
- + Implemented flash reporting, close, and reconciliation in first close cycle under interim management.
- + Maintained net working capital tracking resulting in desirable, on-time settlement.
- + Transitioned controller duties and supported on-time go-live of system transition.

**Successfully integrated acquired  
business unit within first 90 days**

**Manufacturing  
+ Distribution**

INDUSTRY

**140**

EMPLOYEES

**\$28M**

ANNUAL  
REVENUE



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