



Annual Budget Implementation

Case Study

Background

Following a recent acquisition, the sponsors mandated that their newly acquired portfolio company establish an annual planning process. Up until that point, the management had not engaged in a detailed "bottom-up" planning approach.

Objectives

- + Complete a GL level, bottom's up, annual plan compromised by 15 P&L's
- + Consolidate and benchmark P&L's against sponsor's expectations
- + Create an investment committee document, as well as prior year's performance

Solutions

- + Partnered with the CEO, CFO, and Controller to set detailed targets for revenue & gross margin
- + Constructed a dynamic budget model to calculate expense trends & highlighted key drivers
- + Delivered robust and comprehensive income statements, balance sheets, and statement of cash flows suitable for presentations to board members & lending partners

**Construction
+ Rental**
INDUSTRY

100
EMPLOYEES

\$55M
ANNUAL
REVENUE

Implemented a SUSTAINABLE and EFFICIENT annual planning process with minimal impact to the operators of the portfolio company