



# Acquisition Diligence

## Case Study

### Background

Our client was acquiring a company in the engineering consulting space and needed financial and operational insights to ensure a smooth transition.

### Objectives

- + Analyze the historical financial performance of the target company
- + Determine an appropriate net working capital target for the transaction
- + Project post-acquisition cash flows to assess short-term liquidity
- + Identify operational inefficiencies, particularly in tracking the project pipeline
- + Develop a post-close tracking framework to improve visibility into future opportunities

### Solutions

- + Conducted a detailed financial review to assess revenue trends, profitability, and cash flow patterns
- + Calculated a net working capital target to ensure proper deal structuring
- + Modeled post-close cash flows to help the buyer anticipate liquidity needs
- + Evaluated the target's project tracking processes and identified key inefficiencies.
- + Outlined a structured tracking system for pipeline management post-acquisition

**Engineering**  
INDUSTRY

**40**  
EMPLOYEES

**\$7M**  
ANNUAL  
REVENUE

**Provided the buyer with financial clarity and operational insights, ensuring a well-informed acquisition and a smoother post-close transition.**

