



Budget Creation + Implementation

Case Study

Background

A recent private equity acquired company required assistance to develop a budget for the first time. The investment thesis planned for multiple acquisitions a year. A budget had never been prepared before.

Objectives

- + Obtain historical financials to determine high level revenue and expense trends and drivers
- + Interview management and key employees to determine short and long term strategic goals
- + Develop a detailed bottoms-up budget model focusing on revenue, personnel, and variable expense
- + Work with key employees to refine a realistic budget
- + Develop and prepare board of directors budget presentation

Solutions

- + S+H held detailed discussions with the private equity sponsor and company leadership
- + Vetted and refine key business drivers and seasonality trends
- + Integrated functionality to allow for an aggressive acquisition plan
- + Provided training on functionality, budget management, and on going monitoring

Designed a bottoms-up operational budget for a platform company with the ability to integrate acquisitions in the future.

Construction
INDUSTRY

150
EMPLOYEES

\$40M
ANNUAL
REVENUE