

## IT Due Diligence Helps Private Equity Firm Identify Risks Facing Portfolio Company

### Client

Code Hennessy is a Chicago-based, middle market private equity firm.

### Executive Summary

Code Hennessy invests in companies. As part of its investment strategy, the company identified East Coast Fire Protection (ECFP) as a target platform for growth and expansion across the country. ECFP was an attractive target due to its recent success in expanding their geographic presence through acquisitions and because of their established brand recognition.

The Revere Group worked with Code Hennessy to perform a due diligence of IT operations and personnel and also to assess the processes supporting pre and post close activities used by ECFP to support their growth through acquisition strategy.

### Business Challenge

Because ECFP had only communicated on a “need-to-know” basis, key resources that had to be engaged in the due diligence and assessment reviews were not aware of the business events leading up to the arrival of Revere consultants. Therefore, our interview and data collection processes were modified to conduct our activities in non-obtrusive ways.

### Solution

Working in restricted areas at ECFP and having access to facilities off hours provided a mutually acceptable arrangement for Code Hennessy, ECFP and Revere consultants to perform the engagement activities.

### Results

Revere was able to validate and confirm key IT drivers for success as well as surface concerns about longer term IT needs. Revere provided recommendations to Code Hennessy regarding risk and opportunities for remediation in IT areas requiring immediate and longer term attention. Additionally, the assessment of the acquisition processes was reviewed with Code Hennessy.



## For More Information

For more information about The Revere Group's services and solutions, call 888. 4REVERE.

## About The Revere Group

The Revere Group is a North American Business Unit and a majority-owned subsidiary of NTT DATA, a multinational organization.

Founded in 1991 and headquartered in Chicago, The Revere Group is a leading global business and IT solutions consultancy that specializes in assisting high performing mid-tier and fast growing companies. Revere provides industry, process and technology expertise with a proven service approach—Think, Build, Source—to pave the way for your success. Revere focuses on five key business challenges to increase your business agility and bottom line results: [Operational Efficiency](#), [Analytics and Collaboration](#), [Interactive](#), [Enterprise Platforms](#) and [Managed Services](#).

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## The Revere Group

### Service Excellence

The Revere Group is a leading global consultancy dedicated to delivering business and IT solutions. Revere focuses on helping organizations improve their financial and operating performance through the combined application of technology, people and process.

In an industry marked by innovation and change, organizations can look to Revere for its senior consulting model, strong business and technology expertise, and client-focused project management methodology.

In addition to providing clients with world-class solutions, Revere is dedicated to the highest service standards. Vast experience in providing end-to-end solutions in diverse industries and platforms means Revere can deliver measurable results and exceed expectations. Additionally, knowledge and expertise with proven onsite, offsite and offshore methodologies and execution processes has established Revere as an industry leader in the marketplace.

### Industry-leading Outcomes

Revere brings vertical industry market knowledge to help Healthcare, Manufacturing & Distribution, Entertainment, Financial Services, Insurance and Private Equity clients succeed with their unique business objectives.

## Think. Build. Source.

As your trusted advisor, Revere provides industry, process and technology expertise with a proven service approach—Think, Build, Source—to pave the way for your success.

**THINK** – Companies continually face the challenge of aligning their business objectives with their IT strategy. An effective roadmap with a strong business case delivers a path to achievable goals with measurable results. Revere helps identify and link people, process and technology, bringing clarity to your business and IT initiatives.

**BUILD** – A successful implementation is the driving force behind all that Revere does. We deliver the right solution on time and within budget. Disciplined project management skills and business aptitude ensures the success you rely on.

**SOURCE** – The right balance of sourced functions can improve your IT service levels and return on investment, allowing you to more effectively meet your business needs. Revere helps identify a strategic sourcing model based on internal capabilities, external resources and cost.