

IT Due Diligence Informs Investment Decision

Client

The client is a leading Midwestern investment banking firm, specializing in the identification and acquisition of high-potential firms requiring management guidance and financial resources. In this case, the client sought the acquisition of a leading Midwestern Dental Care Practice.

Executive Summary

The client retained The Revere Group to perform an “IT Due Diligence” analysis on one of their target companies to help with the acquisition decision. At the client’s choice, Revere performed the more extensive of its two “flavors” of Due Diligence analysis.

Revere’s rigorous information collection, analysis and collaboration with key members of the target firm and the client yielded a detailed report for the client. The report highlighted the relative strengths and weaknesses of the target IT organization’s people, process and technology assets. The report enumerated a number of specific recommendations and supporting rationale that would improve processes and technologies.

The Revere Group presented the report to client executives responsible for assessing the investment transaction. The report was coupled it with similar diligence efforts conducted by other firms for legal, accounting, tax and other important acquisition dimensions.

Business Challenge

This project required that the Revere Group’s due diligence process and subject matter experts develop a strong relationship with the target company and used Revere’s proven process of collecting, analyzing and validating information. Senior Revere subject matter experts need to quickly isolate areas of interest within the IT function for “deep dive” analysis and review.

This Midwestern Dental Care provider was a strategic innovator in terms of its use of best-practice business metrics to elevate dental practice financial performance. It employed proprietary technology for this purpose, alongside standard dental practice IT solutions. It made substantial investments in information systems over the last five years, and had a significant amount of strategic planned work ahead of them.

Solution

Revere quickly understood the organization’s strengths and weaknesses, basic business processes and supporting IT people/process/technology model. Revere was then in a position to accompany the client” into their planned future state and rationale. Numerous observations were made and discussed, along with recommendations of how they could achieve an even greater degree of cost-effectiveness. All were documented in clear, concise language appropriate for an executive business audience.

Results

The client received and fully accepted the Revere report, and since decided to purchase the target company. Revere received very favorable comments from our client and from the staff at the target company.



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](#).

For more information about The Revere Group, go to www.reviregroup.com.

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.