

IT, Business Process Assessment Strengthens Private Equity Firm's Due Diligence of Healthcare Target



Waud Capital

Client

Waud Capital Partners (WCP) is a leading middle market private equity investment firm founded in 1993 that partners with exceptional management teams to invest in middle market growth equity investments, industry consolidations, buyouts and recapitalizations. The firm seeks to invest \$10 million to \$100 million in private companies in the following four areas: healthcare services, business and consumer services, specialty distribution and value-added industrial businesses. Typically, the companies in which WCP invests have enterprise values between \$30 million and \$300 million.

Executive Summary

The client is a leading private equity investment firm, seeking to enhance its portfolio and effectively create substantial long-term value for their shareholders and improve the financial, operational and strategic results for the acquiring company.

Business Challenge

The client faced the following four challenges with its target company:

- Understanding the capabilities and value of the target company's proprietary applications
- Understanding the target company's key business processes
- Understanding the target company's IT systems
- Understanding the market potential and feasibility to replicate the current business model in other states

Solution

Following a proven methodology—Discover, Focus and Report—The Revere Group used its acquired understanding of the client's unique business processes to concentrate on technologies and deliver a report which included all observations, assessments and recommendations. The client used Revere's assessment, included in the report, to complete a successful transition with its target company.

Results

The Revere Group was selected to follow through with its recommendations from the report to help build the desired future state at the newly acquired company.

Key components of the due diligence included:

- Executive Interview sessions
- Analysis of Technical Application Coding
- Analysis of Current State Technical Architecture
- Strategic Planning & Design of Future State Technical Architecture
- Research & Analysis of Medicaid Enrolment and Participation Statistics



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.