



Unified IT for a PE-Backed Business

Background

A four-strong, private-equity (PE) backed team of people looking to acquire a range of home services businesses across the country knew they needed an experienced IT partner to help them embark on their ambitious journey. They dreamed of building a robust and scalable organization capable of efficiently managing multiple service-oriented businesses under one corporate umbrella.



Challenge

Acquiring and integrating multiple SMBs across a geographically dispersed area was always going to present obstacles. Each of these businesses had its own unique IT infrastructure, often characterized by outdated systems, fragmented data storage solutions, and varying levels of cloud integration. Without a standardized IT framework, the risk of operational inefficiencies, data security vulnerabilities, and increased costs was high. The startup recognized the critical need for a scalable, secure, and unified IT infrastructure to support their rapid growth strategy and ensure seamless integration of all their hopeful business acquisitions.

Solution

Encouraged by Anderson Technologies' years of experience, the business enlisted our aid. We partnered closely with the team to address their complex IT needs through a multi-phase approach.

1. Due Diligence: The first step involved a comprehensive assessment of the IT infrastructure of potential acquisitions. Anderson Technologies conducted thorough evaluations to identify legacy systems, cloud integration status, data storage practices, and the overall state of on-premise hardware. This provided the startup with critical capital insights, enabling informed decision-making during negotiations and acquisitions.

2. Installing Enterprise-Grade Infrastructure:

Anderson Technologies deployed industry-leading solutions across all acquired businesses, ensuring a consistent and secure IT environment.

This phase included:

- Replacing outdated firewalls and installing robust security defenses where none existed
- Upgrading aging server infrastructure to enhance data safeguarding or migrating data to the cloud via Microsoft 365 SharePoint when possible
- Implementing wireless access points and network switches that could be centrally managed, ensuring consistent connectivity across all sites

3. Migration to a Unified Platform: The final phase focused on migrating disparate systems to a unified Microsoft 365 platform.

This migration included:

- Consolidating various email hosting platforms into a single, fully configured Microsoft 365 environment
- Standardizing data storage solutions to allow for secure, remote access
- Ensuring all IT systems supported the workflows of the newly acquired teams, boosting productivity and collaboration

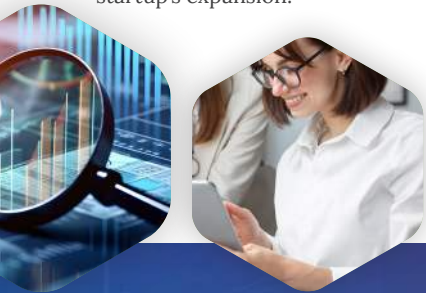




Solution (continued)

The Partnership Included:

The partnership involved conducting comprehensive IT audits for each prospective acquisition to identify and address potential risks. Anderson Technologies upgraded server infrastructure to prevent data loss and enhance reliability. Firewalls, wireless access points, and network switches were standardized, ensuring seamless connectivity across all locations. Data migration to a unified cloud environment improved both accessibility and security. Communication tools were integrated within the Microsoft 365 platform to streamline collaboration. Employee-focused IT communication ensured the smooth adoption of new technologies. A centralized IT management system was developed to provide complete oversight and control, and scalability planning was implemented to support future growth alongside the startup's expansion.



Results

The partnership resulted in the successful integration of all acquired businesses into a cohesive IT environment, allowing the startup to scale efficiently whilst avoiding teething pains in the early stages.

Key Results Included:

- Reduction in operational inefficiencies thanks to the standardization of IT systems.
- Enhanced data security across all entities, mitigating risks associated with cyber threats
- Improved collaboration among teams through cohesive communication platforms
- Significant cost savings over time by avoiding the need for multiple, fragmented IT solutions
- Increased scalability of the IT infrastructure, supporting the startup's growth from four corporate employees to 14 acquisitions within a year and a half

Outcome

By partnering with Anderson Technologies, the PE-backed startup unlocked operational efficiency, enhanced security, and the ability to scale rapidly not just across one business, but a dozen. The successful integration of 14 acquisitions into a streamlined IT environment enabled the startup to achieve a network of over 700 employees, all operating under a unified, secure, and modern system. This strategic IT partnership not only facilitated smooth acquisitions, but also provided a strong foundation for future growth, where technical difficulties would never slow them down.

Have any questions?

The team at Anderson Technologies is ready to answer any questions you have or discuss how we can help unify and streamline your IT systems, just as we did for a PE-backed business acquiring multiple SMBs. Whether you're looking to enhance data security, improve operational efficiency, or prepare for future growth, we're here to support you. Call us today at 314.394.3001 to learn more!

