500-Endpoint Consolidation: Making IT an Advantage in Every Acquisition



Managed IT | Co-Managed IT | Cybersecurity

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500-Endpoint Onboarding

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How a private-equity-backed group turned technology into leverage at the deal table

IT as a Dealmaking Advantage

The challenge: A private-equity-backed group was acquiring companies faster than its two-person IT team could integrate them, with no common standard across the portfolio.

The solution: We built a repeatable way to onboard and standardize each acquisition, co-managed with the group's internal IT team, and made IT due diligence part of how the group assesses every deal.

The result: 500 endpoints onboarded without disruption, an internal team freed to focus on strategy, and technology that now gives the group leverage at the negotiating table.

Background

A private-equity-backed group in construction and infrastructure was experiencing rapid growth through acquisition, as they purchased established companies across the country and merged them into a single group.

By the time we engaged, the group was already several acquisitions deep, with eight to ten companies bought but not yet integrated. Internally, a lean two-person team had kept pace admirably. However, the businesses coming in were a patchwork where some had an existing provider and some didn't. There was no common standard or central visibility across any of them.

Challenge

Acquisitions were outpacing integration:
New companies were being bought faster than anyone could absorb them, with no repeatable process to bring each one into the fold.

The workload had outgrown two people:
Support, project work, integrations, and onboarding were all arriving at once, much faster than a two-person team could reasonably take on.

There was no standard and no visibility:
Acquired companies ran on different platforms with different equipment, leaving no single, reliable view of what the group owned or where the risk sat.

Solution

Built a model that scales with every deal:
We created a repeatable way to onboard and standardize each acquisition. This meant that a business running on Google could be brought cleanly into a group that runs on Microsoft without losing data or continuity. Pricing was built to scale too, with per-seat and licensing costs improving as the group grows.

Co-managed support that fit the team:
We brought new users onto consistent footing and provided ongoing support in close coordination with the internal IT director, absorbing the operational load without stepping on the leadership already in place.

Counsel beyond the day-to-day:
We also became a sounding board for the IT director and CFO on bigger, more strategic decisions.

Turning IT Into Deal Leverage

The group had been paying a national accounting firm to assess the IT of each acquisition target, but the work was done off site. So not only did that information come at a high cost, but context also got lost in the handoff.

As the group's long-term IT partner with no stake in the purchase price, we were better placed to investigate and legitimately independent. Once a deal reached a letter of intent, we would go on site before close, put real numbers against the technical debt a buyer was about to inherit, and hand the group hard figures to negotiate into the final price.

IT due diligence stopped being an overpriced line item and became a source of leverage on every deal.

Results

500 endpoints onboarded without disruption: Every acquired business kept running throughout, with no interruption to companies already operating and generating revenue.

An internal team freed for strategy: With the operational load absorbed, the two-person team could focus on higher-value work instead of firefighting.

Due diligence turned into a negotiating advantage: The group now walks into every deal knowing exactly what technical debt it's taking on and what that should be worth at the table.

A partner that scales with the pipeline: With future acquisitions already in scope, technology is now an enabler of the group's growth.