

***CLIENT ABLE TO COMPLETE TRANSACTION AT HIGHER VALUATION***



*Client looking to sell the Company had an offer fall through in due diligence.*

## Executive Summary

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### **Client's Challenge:**

*To upgrade its finance function specifically around reporting and controls. The Client's environment consisted of:*

- Quickbooks was the Company's ERP.
- The Company was exploring international operations which Quickbooks could not accommodate.
- The reporting out of Quickbooks was not sufficient to meet either its operational needs or document requirements in due diligence.
- The control structure in Quickbooks did not provide visibility to audit logs surrounding certain items such as editing journal entries.

### **Roghnu's Solutions:**

*Replace Quickbooks with Sage Intacct focusing on increasing the control framework and reporting. Roghnu:*

- Implemented Sage Intacct to replace Quickbook instances. Sage Intacct could accommodate the multiple service lines and international growth.
- Partnered with Client to understand all reporting gaps and desires. Customized reporting to meet client's needs.

### **Impact on Client's Business:**

- Control environment significantly improved.
- Operational reporting is more robust and timely.
- Achieved international expansion with ERP able to accommodate.

After having a sale transaction fall apart in due diligence, the Company remarketed the business with Sage Intacct in place. The Company was successfully sold for a valuation higher than the initial letter of intent.

## Case Study

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### **Client's Challenge:**

*To upgrade its finance function specifically around reporting and controls.*

The Client wanted to sell the business. After successfully entering into a letter of intent, the transaction fell apart during due diligence. The Client was unable to provide meaningful and timely data to meet the diligence requests of the potential acquirer and its advisers. Quickbooks reporting did not provide adequate visibility or comfort around the numbers. Additionally, international expansion plans were delayed due to the limitations of Quickbooks.

### **Roghnu's Solutions:**

*Replace Quickbooks with Sage Intacct focusing on increasing the control framework and reporting.*

Roghnu partnered with the Client to perform a comprehensive assessment of its control structure and reporting gaps. The primary goals were to determine where operational and diligence shortfalls existed. Additionally, we worked with the client to understand the control gaps that would cause loss of confidence.

The Client had multiple service offerings and wanted to expand internationally and felt Quickbooks could not support operations. The additional reporting Roghnu was able to configure within Sage Intacct for the client as well as the ability to consolidation international operations would immediately meet their needs. Focusing on the key data, key reports and other key metrics in its reports allowed the Client to have visibility to make better operational decisions. Additionally, that same data allowed the Client to remarket the business and populate the required schedules in a manner it was not able to the previous attempt.

### **Impact on Client's Business:**

The end results exceeded client expectations. They were able to accommodate the international growth they wanted, implement increase controls over their information, better account for its multiple service lines and take their reporting to another level. The reporting enhancements alone allowed for immediate operational improvements via providing information that was previously unable to obtain. Further, the enhanced reporting allowed the Client to produce a stronger offering deck and meet the requests during due diligence. The ROI was essentially a business that could not be sold to a business that was sold and for a higher valuation.

## About Roghnu

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Roghnu delivers business and technology consulting and enterprise cloud solutions. We focus on solving YOUR company's pain points through automation of business processes. We do this by having professional personnel who bring years of consulting experiences from the Big 4 to boutique consulting firms helping start-ups to Fortune 500 enterprises. We focus on pragmatic approaches and proven enterprise solutions. Our proven solutions include delivering **Business and Technology Consulting Services** to better understand, solve, and plan roadmaps for success, our own **Enterprise Data Solutions** including a cloud-based data warehouse and application portal, **Salesforce** implementation and technical services consulting and **Sage Intacct ERP** and integration services (including Salesforce.com and experience with a myriad of other applications).

### Who are Roghnu's Clients?

Our typical customer is a growing company with \$2 to \$50 million in revenue and 25 to 400 employees. These companies usually see the greatest ROI as their processes are often not refined and have trouble scaling. However, our clients also include both smaller start-up companies to multi-billion dollar public companies. It all depends on the problems that need to be solved and our expertise and proven ability to help.

### Why We Do What We Do?

We pride ourselves on delivering true, measurable business value to our clients. Our team has years of experience working in IT and business further supporting a consultative service that ensures projects are delivered on budget and with an impressive ROI. We have a passion for customer satisfaction and are dedicated to delivering dependable and reliable solutions that exceed client expectations.

*Contact Roghnu today to talk about how we can achieve real results together.*

[www.roghnu.com](http://www.roghnu.com)

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