



THE
POIRIER
GROUP

Case Study

ACQUISITION COST TAKE-OUT FOR VALUE EQUITY MANAGEMENT FIRM

Company Background

The client is a US-based asset management firm specializing in providing fundamental, value-oriented investment management strategies to clients. They use bottom-up research to identify high-quality undervalued companies with identifiable catalysts that can unlock future value.

Benefits

\$2.6M

net annualized savings identified

- Created better accountability, measurement and visibility in the organization and created a clear vision of what success looks like

PROBLEM

The client recently acquired an institutional asset management business. After an initial engagement it was determined that a transition to an outsourced provider was a strategic advantage. **TPG was engaged to implement the transition to the outsourced provider and deliver the savings allotted, identifying areas that needed to be cleaned up including migrating over to new systems and data cleansing.**

APPROACH

- **Process Improvements** - Defined efficiencies in the current workflow by creating new disciplines around roles and responsibilities
- **Project Management** - Separation and transfer of roles and responsibilities
- **Communication Plan** - Improved how communication flowed throughout the business, through Day-1 readiness to completion
- **Operational Readiness** - Cross-training for new processes to prevent SPOF (single point of failure)
- **Cultural + Behavioural Transition Plan** - Bring together combined team that was working in silos - transparency, value, vision
- **Change Management** - Investment (Research) Team required refocus and value realignment
- **Organizational Workshop** - Repurpose value and connection to new organization with Investment team; conducted an offsite workshop to build trust, alignment and accountability