CASE STUDY

SCALING FINANCIAL DUE DILIGENCE ACROSS A HIGH-VELOCITY ACQUISITION PLATFORM

Kaufman Rossin helped a PE-backed engineering services platform execute consistent, high-quality financial due diligence across a multi-year acquisition program, maintaining continuity through ownership and leadership transitions.

COMPANY

A PE-backed, multi-disciplinary engineering and infrastructure services platform pursuing growth through an active acquisition strategy across multiple service lines and geographies.

CHALLENGE

As the company pursued an aggressive acquisition strategy, leadership needed a financial due diligence partner capable of supporting transaction volume while maintaining consistency through sponsor and corporate development leadership transitions. Standardized, defensible diligence was critical to preserving execution speed, investment confidence, and institutional knowledge across a growing acquisition program.

WHAT OUR DIAGNOSTIC REVEALED

- Active M&A activity required standardized Quality of Earnings and working capital analysis
- Diverse engineering businesses created complexity in revenue recognition, backlog, and project accounting
- Leadership transitions increased the risk of process disruption and vendor replacement
- Decision-makers required defensible EBITDA normalization and clear financial risk identification
- Sustaining acquisition velocity required a repeatable diligence framework to support investment decisions

SOLUTION

Kaufman Rossin delivered transaction advisory services through a standardized financial due diligence framework designed for consistency and scalability across transactions.

Key elements included:

- Performing Quality of Earnings analyses, including **EBITDA normalization** and support for seller adjustments
- Conducting proof-of-revenue testing and **revenue trend analysis** across project-based businesses
- Assessing working capital to support **purchase price negotiations** and closing mechanics
- Evaluating **financial risks** related to margins, cost structure, and accounting policies
- Supporting **post-close net working capital true-up analysis** while maintaining consistent methodology across acquisitions

IMPACT

Kaufman Rossin helped the company establish a repeatable financial due diligence process that supported a high-volume acquisition program while maintaining quality and stakeholder confidence.

Sustained continuity across ownership and corporate development leadership transitions

Improved decision-making through standardized workplans and documentation

Strengthened investment committee confidence with consistent financial analysis

Enabled repeatable diligence execution across industries and geographies

Supported long-term acquisition growth with a scalable due diligence framework

HIGHLIGHTS

- Supported financial due diligence across 50+ acquisitions
- Standardized Quality of Earnings framework deployed across a national engineering platform
- Maintained diligence continuity through multiple corporate development leadership transitions
- Delivered consistent EBITDA normalization and working capital analyses across transactions

Client details have been anonymized for confidentiality.