

Platform Creation

*Improved Visibility &
Transparency*



PROJECT NAME:

- Hammer

INDUSTRY:


- Consumer Services

SOLUTION NEEDS:

- Consolidation of Segmented Systems

FOR MORE INFORMATION:

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THE BACKGROUND

This consumer services company, established in 2016, quickly became a national leader in home maintenance and repair services. They specialize in heating, ventilation and air conditioning, plumbing, and electrical services. Looking ahead, they wanted to make a greater impact in business via investments, growth, and services by expanding their footprint in a short amount of time.

THE ASSESSMENT

With more than 6 entities serving customers nationwide, this company struggled under disparate financial and customer management systems. Business units also face redundant IT, accounting, and financial leadership. There were high operational costs and minimal visibilities into financial decision-making with these inconsistent and segmented systems.



THE SOLUTION

Roll-up Strategy: RKON developed an early post-close integration initiative to create platform IT that would serve as the foundation for the organization. This allowed the organization to move quickly in consolidating its companies into an efficient, single-functioning operation with one set of finances.

Platform Creation: Cloud-based solutions and outsourcing were also implemented to enable organizational realignment, thus creating a centralized operation while institutionalizing key processes.

Bolt-on Consolidation: The company eliminated redundant systems, processes, and staff, by consolidating while simultaneously improving visibility and transparency in their decision-making and increasing their execution speed.

THE OUTCOME

With enhanced project collaboration and cohesiveness, RKON's partnership fostered key results. Our platform saved the company \$250K per year. The shortened cycle increased effective returns and allowed early redeployment of funds. The private equity firm efficiently bought and consolidated seven companies into one in under three years.



Elimination of Redundant Systems, Processes, & Staff



Improved Visibility & Transparency



\$250k Per Year Savings for the Company