

# POST ACQUISITION INTEGRATION & CARVE-OUTS

## ABOUT AC LORDI

AC Lordi is a boutique consulting firm of 100+ professionals founded in 2001 offering accounting and finance, risk and compliance, business advisory, and CFO services. We provide clients with high-level professionals with expert skills, a strong work ethic, and the proven tools necessary to complete critical projects. Headquartered in the Greater Philadelphia area, we have performed work in fifteen states and ten countries for a broad range of clients from emerging growth through multi-national organizations. We have deep experience in the life sciences, manufacturing and distribution, utilities, chemical, private equity, professional services, insurance, and software and technology industries.



### Frank Lordi, CPA

*Managing Principal & CEO*

- 25+ years of accounting experience
- Served as part-time CFO for numerous early stage companies
- Interim Controller for \$5B chemical company during IPO
- Strategic advisor to several emerging growth companies



### Frank Stumpo, CPA, MBA

*Director, Office of the CFO*

- 19+ years experience in CFO role
- Managed all financial and administrative functions for PE backed firms
- Led several highly successful LBO's through entire life cycle
- Improved operational efficiencies for startups, M&As and global organizations



### Rob Fenton, MS

*Principal, Accounting Services*

- 30+ years of accounting and finance experience, including SEC reporting, due diligence, and public offerings
- Provided transition support for M&A integration issues
- Served as interim Corporate Controller for numerous PE-owned companies



### Chris Schnittker, CPA

*Director, Office of the CFO*

- 25+ years financial management experience including serving as CFO of several public and private companies
- Executive level corporate governance, strategic planning, analysis, and change management experience
- Former PwC manager



### Rob Bright, CPA, CFE

*Principal, Accounting Services*

- 30+ years of accounting and audit experience including expertise with GAAP, SEC reporting and due diligence
- Former manager with Deloitte & Touche
- Industry experience includes software, wholesalers, manufacturing, distribution, insurance, and service companies.



### Colleen Tofani, CPA, MS

*Director, Office of the CFO*

- 30+ years experience, including a Masters in Taxation
- Served as part-time CFO/Controller for early-stage private life science and technology companies
- Led buy-side due diligence process for several clients

## SELECTED CLIENTS



# POST-ACQUISITION INTEGRATION & CARVE-OUT SERVICES

Post transaction transitions are often complex, and existing management and staff may not have the experience or bandwidth to successfully take on the challenge. There may be a need for qualified interim management at some or all levels to monitor and drive progress toward achieving objectives and completing a successful transaction. At AC Lordi, we understand the complexities that surround post-acquisition integration and carve-outs. Some of the many ways our specialists can help you include:

- Audit preparedness and support
- Closing balance sheets
- Establishing critical KPIs and management dashboards
- Interim management to help ensure the success of the post-acquisition period
- Internal controls and process integration
- Forecasting and monitoring of compliance
- Opening balance sheet preparation
- Purchase accounting
- Standardize financial reporting and analytics

## REPRESENTATIVE ENGAGEMENTS

<p><b>A \$180 million global specialty chemical company carve-out.</b></p>	<p>Provided interim accounting services while company established its internal accounting team, and supported CFO:</p> <ul style="list-style-type: none"> <li>• Purchase accounting</li> <li>• Developed first annual budget, and prepared accounting policies and procedures</li> <li>• Designed finance organization and hired full-time staff</li> <li>• Prepared initial 10-Q and 10-K</li> <li>• Prepared position papers on complex accounting issues including stock compensation, purchase accounting, business segments, and functional currency evaluation</li> </ul>
<p><b>A PE-backed clinical research technology firm.</b></p>	<p>Provided value added services to the newly seated Chief Financial Officer:</p> <ul style="list-style-type: none"> <li>• Developed/implemented a system for global treasury reporting and cash flow projections across multiple business units in North America, EU, Asia and the Pacific Rim</li> <li>• Standardized reporting and validation of backlog reporting across multiple business units</li> <li>• Provided interim management for FP&amp;A group to complete annual budget process in a compressed timeframe</li> </ul>
<p><b>A chemical company carve-out, acquired by private equity.</b></p>	<p>Provided multiple services to newly seated CFO including:</p> <ul style="list-style-type: none"> <li>• Led purchase accounting for approximate billion dollar acquisition; settled working capital adjustments with seller</li> <li>• Managed debt accounting for multi-million dollar term loan and senior notes, and subsequent debt modification</li> <li>• Completed offering memorandum and comfort letter for multi-million dollar senior note offering regarding subsequent business combination with leading international specialty chemical company</li> <li>• Prepared audit-ready financial statements for successor and predecessor entities; coordinated external audit with Big 4.</li> <li>• Prepared quarterly financial statements, MD&amp;A, Adjusted EBITDA and loan compliance reports to PE and lenders</li> <li>• Performed interim controller role for three quarters during company reorganization</li> <li>• Provided accounting whitepapers for purchase accounting, inventory, debt issuance costs</li> </ul>

## AC LORDI SERVICES

### Accounting

- Accounting Outsourcing
- Interim Resources
- SEC & Financial Reporting
- Special Projects
- Technical Accounting
- Valuation

### Risk & Compliance

- Enterprise Risk Management
- Internal Audit
- Regulatory Compliance
- Sarbanes-Oxley
- Systems Audit & Consulting

### Business Advisory

- Business Analytics & Reporting
- ERP/Financial Systems
- Finance Transformation / Change Management

### Office of the CFO

- Budgeting & Forecasting
- Financial Due Diligence
- Fractional & Interim Executives
- Post-Acquisition Integration & Carve-outs
- Transaction, IPO and Audit Readiness