



# Case Study #1

## Private Equity Purchase

- ❑ PE firm wanted to buy mid-size software firm in application vertical space
- ❑ Required an “IT Audit” to assess target’s:
  - Engineering staff
  - Engineering and support processes
  - Product fitness and future life-span
- ❑ Additionally, the investor required
  - Customer interviews re technology
  - Briefing of funding source



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## How LTP Helped

- ❑ Performed on-site technical interviews w/ executives
- ❑ Followed up interviews with additional technical questions
- ❑ Reviewed engineering documents
  
- ❑ Prepared presentation and prose reports on findings
- ❑ Delivered reports, answered questions, did follow-up work
  
- ❑ Interviewed 8 customers, documented findings
- ❑ Briefed funding sources on findings
- ❑ Investor now wants findings delivered to purchased company
  
- ❑ All work done on budget, on time and at short notice
- ❑ Reference available on request