



Expert Q&A

With Dennis Cail of RSM

How does your firm help private equity firms succeed in combining and integrating portfolio companies?

Dennis Cail, RSM: We start by setting up the integration management office and we want to create a very detailed integration plan to make that happen. Then, we focus on identifying all the key business processes from end to end, which includes coming up with the functional and technical specifications.

We have a proven framework and methodology that's been tweaked and tested time and time again.

Beyond integration management, how else does RSM work with PE firms?

Cail: We actually offer a range of services. In fact, RSM is the only firm within this space that offers financial-advisory services and risk-advisory services, as well as technology and management consulting. All these things are important because that means we can be involved, and we are involved, throughout the lifecycle of that fund and making sure the companies within their portfolio are successful.