VALUEONSHORE

CASE STUDY

Post Deal Integration for a Healthcare Company

ABOUT THE CLIENT

Large PE backed company with global presence in medical products for surgical care, post-surgery, and urology.

BUSINESS CONTEXT

The client acquired a smaller entity with a complimentary market and needed to align the business practices. Specific assistance was sought for sales and operations planning, integrating data of both companies, aligning management information system and developing GTM strategy.

BUSINESS APPROACH

We supported the PE firm by deploying expert resources to deliver quality work within the stipulated deadlines thereby helping the client manager to focus on other business priorities.

Defining Objectives

- Worked with process owners to arrive at a clear list of deliverables

Initial Assessment

- Assessment of As-Is Processes, Data Flow and Desired output formats

Redesigned processes

- Designed the change management plan
- Articulation of new processes with data sources, responsibilities and methods

Defining Objectives

- Worked with process owners to arrive at a clear list of deliverables

Final Delivery

- Continuous sessions to update the management of both entities with the findings and emerging recommendations

ABOUT US

Valueonshore ("VOS") Advisors is a global business advisory firm of Big 4 alumni and industry leaders, supporting financial executives on complex, high-impact matters across accounting, M&A, risk, and managed services. Founded in 2009, the firm has grown to ~400 professionals across the **U.S.**, **India**, and the **UAE**, serving mid-cap and high-growth companies as a trusted partner in navigating complexity and driving value.

Srinivas Mantripragada
Partner
srinivas.mantripragada@valueonshore.com

Krupa Ruparel
Vice President
krupa.ruparel@valueonshore.com