

LOOKING FOR AN EXPERIENCED PE AND/OR M&A ADVISOR?

Experience and results matter!

Koltin Consulting Group has served as the principal advisor in many of the accounting industry's largest M&A and Private Equity M&A deals.

CPA/OCFO FIRM TRANSFORMATIONS: PRIVATE EQUITY, ESOPs, WEALTH MANAGEMENT, & GLOBAL FIRMS

TRANSFORMATION ARCHETYPE	DESCRIPTION & DYNAMICS	
"The Mother Ship"	<ul style="list-style-type: none"> Private Equity: A Top 25 CPA firm sells a majority stake (~50-70%) of the business to PE Private Capital: A Top 25 CPA firm sells a minority stake and retains decision-making 	
"The Roll-Up"	<ul style="list-style-type: none"> Acquisitions by a platform (often PE-owned) of smaller, typically regional, players (~\$10-100M) Bolt-on assets are consolidated into the platform to achieve multiple arbitrage at exit 	
"Wealth Management"	<ul style="list-style-type: none"> The sale of a CPA firm's Wealth Management business to PE to raise capital to drive growth while preserving firm independence 	
"Ownership Transition"	<ul style="list-style-type: none"> ESOP: Ownership transfer to employees to retain independence and create tax advantages International Networks: A multi-firm structure to pool resources to expand coverage 	
"Megamergers"	<ul style="list-style-type: none"> The merger of multiple Top 25 CPA firms of similar sizes, enabling instant scale 	
"The Carve Out"	<ul style="list-style-type: none"> The sale of divisions or subsidiaries to reward shareholders and invest profits back in growth 	
"Non-PE-Owned CPA"	<ul style="list-style-type: none"> A less frequent option used by CPA firms, the sale of CPA firms to wealth managers or other buyers to reduce downside risk in the buyers' core business 	

CPA/OCFO FIRM PLATFORMS

PE ROLL-UP OF CPA FIRM DEALS

CPA-OWNED WEALTH MGMT. FIRMS

CPA FIRM OWNERSHIP/STRUCTURE CHANGES



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