















CPA/OCFO Firm Transformations: Private Equity, ESOPs, Wealth Management, & Global Firms

TRANSFORMATION ARCHETYPE	DESCRIPTION & DYNAMICS	NOT EXHAUSTIVE – SEE NEXT PAGE
 <p>“The Mother Ship”</p>	<ul style="list-style-type: none"> • <i>Private Equity</i>: A Top 25 CPA firm sells a majority stake (~50-70%) of the business to PE • <i>Private Capital</i>: A Top 25 CPA firm sells a minority stake and retains decision-making 	
 <p>“The Roll-Up”</p>	<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 	
 <p>“Wealth Management”</p>	<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 	
 <p>“Ownership Transition”</p>	<ul style="list-style-type: none"> • <i>ESOP</i>: Ownership transfer to employees to retain independence and create tax advantages • <i>International Networks</i>: A multi-firm structure to pool resources to expand coverage 	
 <p>“Megamergers”</p>	<ul style="list-style-type: none"> • The merger of multiple Top 25 CPA firms of similar sizes, enabling instant scale 	
 <p>“The Carve Out”</p>	<ul style="list-style-type: none"> • The sale of divisions or subsidiaries to reward shareholders and invest profits back in growth 	
 <p>“Non-PE-Owned CPA”</p>	<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 	

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CPA/OCFO FIRM PLATFORMS

Grant Thornton	NMG
bakertilly	H&F
EISNERAMPER	TOWERBROOK
CITRIN COOPERMAN	NMG → Blackstone
armanino	Further Global
Cherry Bekaert	PARTHENON CAPITAL
Aprio	Charlesbank
SIKICH	BainCapital
schellman	LIGHTYEAR CAPITAL
SMITH+HOWARD	BROAD SKY PARTNERS
Prosperity	UNITY
Cohen & Co	LOVELL MINNICK PARTNERS
WILLIAMS MARSTON	KELSO

CRI	Centerbridge
PKF O'CONNOR DAVIES	INVESTCORP
STOUT	Audax Private Equity
pwc	INVESTCORP
AlixPartners	INVESTCORP
KROLL	STONE POINT CAPITAL
CFG	CVC CAPITAL PARTNERS
ACCORDION	Charlesbank
DoerenMayhew	Audax Private Equity
ATA	COPLEY EQUITY PARTNERS
Ryan	ARES
ONEX	
SUMMIT PARTNERS	UHY

WEALTH MGMT-OWNED

bergankDV	CREATIVE PLANNING
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PE ROLL-UP OF CPA FIRM DEALS

ASCEND	ALPINE
Aistra	
Crete Professionals Alliance	
DFW CAPITAL PARTNERS	HARRIS
TRINITY HUNT PARTNERS	springline
F3	FAMILIES FOR FAMILIES
TPG	
COUNT	
Platform Accounting Group	SENECA FINANCIAL PARTNERS
ARCHER LEWIS	STOIC LANE

CPA DIVISION/SUBSIDIARY SALES

Crowe	TPG	KSV CONSULTING	INVESTCORP RENOVOUS
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CPA-OWNED WEALTH MGMT. FIRMS

RSM	Choreo
BDO	Choreo
Cherry Bekaert	Choreo
SEQUOIA	EideBaily
Warren Averett	WEALTH PARTNERS CAPITAL GROUP
WIPFLI	CREATIVE PLANNING
ML&R	CREATIVE PLANNING

CPA FIRM OWNERSHIP/STRUCTURE CHANGES

BDO	Adopts ESOP Model	forvsmazars
GRASSI	Adopts ESOP Model	Global

CPA FIRM MEGAMERGERS

CBIZ	MARCUM	BKD	DHG
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