








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

TRANSFORMATION ARCHETYPE	DESCRIPTION & DYNAMICS	NOT EXHAUSTIVE – SEE NEXT PAGE
 “The Mother Ship”	<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 	Grant Thornton, NMG, bakertilly, H&T, Cherry Berris, PARK HANSON, EY, EisnerAmper, TowerBrook, Aprio, Charlesbank, SIKICH, BainCapital, armanino, Further Global
 “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 	ASCEND, ALPINE, ARCHER LEWIS, STOICLANE, Platform Accounting Group, sorren, DEW CAPITAL PARTNERS, Crete Professionals Alliance, THRIVE CAPITAL, Franklin Alliance, springline, TRINITY HUNT, occams elevate, TPG, F3, FAMILIES FOR FAMILIES
 “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 	Choreo, RSM, CREATIVE PLANNING, WIPFLI, ML&R, BDO, SEQUOIA, EideBailey, WEALTH PARTNERS, Warren Averett
 “Ownership Transition”	<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 	BDO, GRASSI, forvis mazars, Global
 “Megamergers”	<ul style="list-style-type: none"> The merger of multiple Top 25 CPA firms of similar sizes, enabling instant scale 	CBIZ, MARCUM, FORV/S, BKD, DHG, bakertilly, MOSSADAMS
 “The Carve Out”	<ul style="list-style-type: none"> The sale of divisions or subsidiaries to reward shareholders and invest profits back in growth 	Crowe, TPG, KSM CONSULTING, RENOVUS CAPITAL, INVESTCORP
 “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 	CREATIVE PLANNING

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

CPA/OCFO FIRM PLATFORMS

Grant Thornton	NMC	CRIA	Centerbridge
bakertilly	H&F	PwC O'CONNOR DAVIES	INVESTCORP
EISNERAMPER	TOWERBROOK	FD FRAZIER & DEETER	GENERAL ATLANTIC
CITRIN COOPERMAN	NMC → Blackstone	STOUT	Audax Private Equity
armanino	Further Global	pwc	F3
Cherry Bekaert™	PARTHENON CAPITAL	AlixPartners	INVESTCORP
Aprio	Charlesbank	KROLL	STONE POINT CAPITAL
SIKICH	BainCapital	CFG	CVC CAPITAL PARTNERS
CohnReznick	Apax	ACCORDION	Charlesbank
schellman	LIGHTYEAR CAPITAL	DoerenMayhew	Audax Private Equity
SMITH+HOWARD	BROAD SKY PARTNERS	ATA	COPLEY EQUITY PARTNERS
Prosperity	UNITY	Ryan	ARES ONEX
Cohen & Co	LOVELL MINNICK PARTNERS	SUMMIT PARTNERS	UHY
WILLIAMS MARSTON	KELSO	elliott davis	FLEXPOINT FORD

PE ROLL-UP OF CPA FIRM DEALS

ASCEND	ALPINE
Crest Professionals Alliance	
Franklin Alliance	MAIN ST LEGACY PARTNERS
sorren	DFW CAPITAL PARTNERS
TRINITY HUNT	springline
F3	FAMILIES FOR FAMILIES
TPG	
occams elevate	
ARCHER LEWIS	STOIC LANE
Platform Accounting Group	

WEALTH MGMT-OWNED

bergankov	CREATIVE PLANNING
-----------	-------------------

CPA DIVISION/SUBSIDIARY SALES

Crowe	TPG	KSV CONSULTING	INVESTCORP RENOVOUS
-------	-----	----------------	---------------------

CPA-OWNED WEALTH MGMT. FIRMS

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

CPA FIRM OWNERSHIP/STRUCTURE CHANGES

BDO	Adopts ESOP Model	forvys mazars
GRASSI	Adopts ESOP Model	Global

CPA MEGAMERGERS

CBIZ	MARCUM	bakertilly	MOSSADAMS
------	--------	------------	-----------