



CASE STUDY 2025

Driving Seamless Post-
Acquisition Integration
Through Fractional Finance
Leadership



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OVERVIEW

A Series C, VC-backed, organization was preparing for acquisition by a publicly traded company. While they had internal leadership in place to oversee the due diligence process, they lacked the team capacity to execute the volume of work required under a tight timeline. I was brought in as a fractional consultant on a 12-week engagement to backfill part-time support and ensure critical due diligence materials were prepared and delivered efficiently.

Although there was no guarantee of involvement beyond the acquisition, the acquiring company quickly recognized the value I brought. My engagement was extended well beyond the initial scope, ultimately evolving into an eight-month role where I supported post-acquisition financial integration, built scalable FP&A processes, and helped establish cross-functional forecasting practices that were adopted across additional business units.



Rancourt Consulting's sharp financial acumen, scenario planning capabilities, and operational insight helped chart a clear path forward.



SOLUTION

Brought in as a fractional FP&A consultant, I provided strategic and hands-on support to streamline acquisition preparation and long-term integration. My approach focused on three core areas:

01 Acquisition Readiness & Due Diligence Support

Gathered, organized, and presented key financial and operational materials required for acquisition evaluation, ensuring transparency, speed, and accuracy during the diligence process.

02 Financial Systems Integration & Reporting Infrastructure

Built scalable financial reporting systems and enabled direct forecast uploads into the acquiring company's platforms, supporting both continuity and adaptability.

03 Cross-Departmental Forecasting Framework

Established a direct line of communication between finance and individual business units, allowing for accurate, timely, and collaborative forecasting, ultimately adopted across the acquiring company's brand portfolio.



Rancourt Consulting was a tremendous resource in the integration of finance processes during our recent acquisition. Thanks in large part to her contributions, we successfully integrated the finance functions of the acquisition with clarity and precision.

OUTCOME

The integration was completed smoothly within the acquisition timeline, with all financial reporting and forecasting processes successfully embedded into the parent company's infrastructure. My framework for ongoing departmental collaboration became a new standard across other brands, improving both accuracy and clarity in business planning. The engagement concluded on schedule, with internal teams fully ramped and empowered to maintain the new systems independently.

