

Creating Value Through Acquisition

International Defense Technology Services Scale: 1,300 employees | \$1.5B Annual Revenue

Adonis Partners helped a defense tech company seamlessly execute a \$350M acquisition after previous poorly integrated acquisitions.

- ✓ Established a leadership framework with clearly defined roles and expectations
- ✓ Surpassed financial projections, maximizing acquisition value
- ✓ Strategically upheld workforce retention and compliance standards



\$2M

Cost Savings

\$350M

Acquisition Size

100%

Employee Retention

A high-tech solutions provider serving the defense sector embarked on a critical acquisition valued at \$350M. With a track record of botched acquisitions, leadership approached Adonis Partners to assist in a seamless transition and maximize financial and operational performance.

Adonis' began by assessing prior acquisitions to decide how to mitigate risks and drive value going forward. Expert consultants conducted stakeholder interviews to extract key lessons and establish clear KPIs for success. A comprehensive integration framework was designed, ensuring alignment across all of the leadership team, defining precise operational roles, and structuring a cadence for reporting and performance tracking. Each key team member had clear expectations and supplementary leadership support. Additionally, a transition services agreement was set forth to prevent disruptions.

The acquisition exceeded all expectations, with financial performance surpassing targets and a \$2M cost savings from early service agreement severance. Business operations remained uninterrupted, with 100% employee retention, zero cyber security incidents, and a spotless compliance record. Through meticulous planning and execution, Adonis helped the client achieve a smooth, value-driven acquisition while laying the foundation for successful future procurements.