



# CASE STUDY

## Private Equity Success Story

We helped a private equity firm streamline IT across its portfolio—improving security, standardizing systems and scalable growth.

# OVERVIEW

Our client is a strategic Private Equity organization focused on acquiring and revitalizing distressed companies within the lawn care industry.



## CLIENT SNAPSHOT

**Industry:** Private Equity Group

**Location:** Multi-state operations across the U.S.

**Size:** 20+ landscaping companies under active management

**IT Team:** Minimal internal IT; relied on varied systems across entities.

**Services:** IT standardization, cybersecurity, cloud solutions, scalable infrastructure support.

**Challenges:** Disconnected systems, inconsistent security practices, lack of centralized IT strategy across portfolio companies.

**Outcome:** Unified IT environment, improved data security, streamlined onboarding for acquisitions, and a foundation for scalable, tech-enabled growth.



For businesses experiencing growth, expanding with a hybrid workforce, and embracing the cloud, SkyTide's exceptional team delivers seamless execution that doesn't disappoint.

# THE CHALLENGES

**Fragmented IT Systems:** Acquired companies used their own CRM and time management systems, leading to a disjointed, hard-to-manage IT environment.

**Outdated, Vulnerable Infrastructure:** Aging on-premise servers lacked proper security, exposing the network to breaches and inefficiencies.

**High Support Costs:** The lack of standardization across IT systems drove up support costs, with each location needing tailored solutions.

**No SOPs:** The absence of standardized procedures hindered consistent service delivery and operational efficiency.

**Slow Onboarding:** Inconsistent IT infrastructure delayed the onboarding of new acquisitions, slowing integration and scaling.

**Lack of IT Vision:** The IT setup didn't align with the Investment Group's goals, undermining trust in IT and affecting company culture.

**Scaling Challenges:** The inability to standardize IT processes limited the group's ability to scale and grow efficiently.



# THE PROCESS

With SkyTide as our MSP, we've cut our IT costs by half while significantly boosting our efficiency. It's been a game-changer for our business.

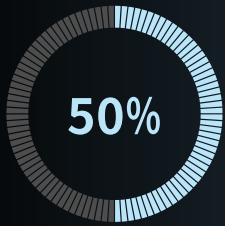
## Why SkyTide

Chosen for our success with a past acquisition, SkyTide stood out in the RFP process as the only partner able to deliver efficient, standardized, cloud-based IT with strong remote support.

## What We Did:

SkyTide migrated the group to a secure, cloud-based platform, standardized operations, trained staff, and continues to provide ongoing support to keep their IT efficient and scalable.

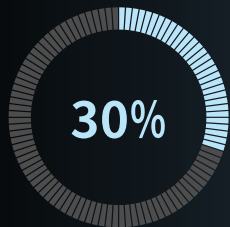
# THE RESULTS



Reduction in IT Costs

1

Our processes delivered quick results. Moving to the cloud with standardized SOPs made their IT more secure, consistent, and ready to scale.



Reduction in  
Business Costs

2

This transformation cut IT costs by half, sped up onboarding, and streamlined workflows, boosting employee satisfaction and productivity.

3

Enhanced IT infrastructure reduced cyber liability costs, positioning them for sustained success and accelerated growth.

**Accelerated Onboarding:** The group onboarded new locations faster than planned, within months of engagement.

**Growth Acceleration:** Streamlined IT processes enabled quicker acquisitions, boosting overall growth.

**Lower Employee Turnover:** Enhanced IT infrastructure reduced employee turnover.

**Decreased Cyber Liability Costs:** Our processes helped lower expected professional cyber liability costs.