

Are the CFO and his/her team of your newly acquired portfolio company ready for Private Equity?

Finance organisations in particular of German SMEs („Mittelstand“) typically lack the experience and proficiency to cope with the new requirements and expectations which come along with the entry of a Private Equity investor. In many cases, they feel almost overwhelmed by the multitude of the new demands and have a hard time with the new way of thinking.

Typical issues relate to timing and content of reportings, to defining an appropriate KPI system, to accounting standards and accuracy, to process efficiency and controls, to LBO financing arrangements, to M&A support, to visibility and influence of the finance team within the organisation.

With his 4-step approach Christoph Pfeifer helps your CFO right from the start to find orientation, to set the right priorities and to take the appropriate measures.

- Identification of the relevant development needs by a pragmatic practitioner assessment of people, processes, systems and deliverables
- Elaboration of a respective development plan with clear, manageable priorities and coordinated with the investor's general value creation plan
- Implementation support and control (e.g. recruitment/assessments, KPI development, reporting packages, selection of systems/tools)
- Accompanying the CFO as mentor and sparring partner – if needed throughout the full investment life cycle



Christoph Pfeifer is a seasoned Finance executive with a successful work history as CFO of German-based mid-cap portfolio companies at Warburg Pincus, Advent International and Permira in the Financial Services and Business Services sectors.

For more than six years, Christoph works as an independent Executive Advisor with a demonstrated track record of many projects predominantly on behalf of Private Equity firms.