

ACCOUNTING ADVISORY

Private Equity-Backed Insurance Brokerage Platform



CASE STUDY

ENGAGEMENT OVERVIEW

A private equity-backed insurance brokerage platform with a national footprint engaged Alliance following a ~\$1B acquisition. The company required immediate support to review closing net working capital (NWC) calculations, strengthen accounting methodologies, and stabilize financial reporting processes while preparing for audit scrutiny from a Big 4 firm and supporting valuation and tax specialists.

Alliance was engaged with only three weeks of lead time before key transaction deliverables. As the work progressed, the scope expanded beyond NWC analysis to include review of additional closing costs, accounting methodologies, and finance process improvements. The engagement ultimately evolved into broader advisory support focused on improving transaction accuracy, accelerating close timelines, and strengthening coordination across the finance organization.

[alliance]

ALLIANCE SOLUTION

Alliance partnered closely with finance leadership to provide:

01

Transaction Analysis & NWC Review

Conducted analysis of closing net working capital and transactions, identifying multi-million dollar discrepancies.

02

Technical Accounting Support

Reviewed revenue recognition, commissions, payroll accruals, and reserve methodologies, strengthening documentation and alignment.

03

Financial Close Transformation

Designed and implemented a structured close checklist and workflow to coordinate activities across teams.

04

Cross-Functional Coordination

Established clear ownership and sequencing of close activities across ~20 finance professionals to improve visibility and accountability during the reporting cycle.

CLIENT OUTCOMES

- Reduced the month-end close timeline to 6 business days within two months of project kickoff.
- Identified multi-million dollar corrections in net working capital balances before final transaction reconciliation.
- Strengthened financial reporting reliability and established scalable processes to support private equity reporting requirements and future acquisitions.