



Case Study: PE-Owned Regional HVAC Firm

Interim CFO Project Sets New Standard for Financial Operations

THE SITUATION

The sudden departure of the CFO at an air conditioning services provider in Southwest Florida presented its private equity owners a challenge and an opportunity.

The ownership team needed to fill the position immediately with an experienced and skilled professional who could keep financial operations running smoothly. Urgently wanting someone who could better meet their needs – and expectations – with more strategic thinking, counsel, and financial reporting, the team turned to Fahrenheit Advisors.

THE APPROACH

Mike Escobar served as interim CFO while the company executed a search for a permanent replacement.

Mike, a veteran consultant with more than 20 years of finance experience, including performing CFO duties for PE-owned portfolio companies, connected with staff, learned the company's processes, and quickly became a trusted advisor.

THE RESULTS

First, the company's existing financial operations status was assessed. Process and reporting improvements were quickly delivered, which created new efficiencies and provided deeper financial insights to executives, board members, and the firm's PE owners.

Additionally, Mike played an integral role in the hiring of a new permanent CFO, participating in interviews and hiring decision making conversations. The firm also turned to Mike to help coordinate, design, and implement a new enterprise resource planning (ERP) solution.

The seamless leadership integration with the portfolio company's team minimized the disruption that comes with key leadership departure. When you need talented leaders or operators to fill a vacancy, augment your staff promptly, or support a strategic transition, Fahrenheit's on demand fractional and interim resources have you covered.

FEATURED CONSULTANT



Mike Escobar
Director

"Mike connected with staff, learned the company's processes, and quickly became a trusted advisor."

- PE Firm Managing Director

INTERIM CFO

- › Seamless integration
- › Minimal disruption
- › Process and reporting improvement
- › ERP implementation