



We help IT services firms with merger and acquisition initiatives and optimizing growth strategies

## Q CONSULTING FINDS MERGER AND ACQUISITION SUCCESS THROUGH RESULTS AND COMMUNICATION



Q Consulting is a Minneapolis-based IT Management and IT Consulting firm that helps businesses attract, develop, and retain the best talent. They have approximately 75 employees and recently made the Fast 50, a Minneapolis/St. Paul Business Journal award given to growing Twin Cities businesses. Jim Erickson is the co-founder and owner. They can be found on the web at <http://www.qconsulting.com/>

### Their Challenge:

The team at Q Consulting had the typical challenge of lack of growth. The co-founder and owner, Jim Erickson, knew the only path to achieving his growth goals was through a merger and acquisition (M&A). Some of the challenges they faced with past vendor relationships were a lack of communication, poor results and no focus on building strong, long-term relationships.

### The Solution:

These business frustrations were eliminated after

Jim Erickson and his team at Q Consulting partnered with Revenue Rocket. While partnering with Revenue Rocket, Jim and his team worked with the seller to overcome any indifference during the M&A process, as well as craft an implementation plan complete with post-acquisition tactics. Revenue Rocket worked specifically to get the deal done and developed a plan to move both parties from doubt to a deal.

Jim and his team are no strangers to M&A as they've endured four separate M&A transactions while partnering with them. Q Consulting successfully executed their M&A strategy because of a commitment to communicate through weekly status calls, have real world and technical dialogue, and by working with a sense of urgency. There was high accountability on the follow through of things everyone said they would do and a desire to achieve the same goal.

One direct win as a result of the relationship with Revenue Rocket was the ability to secure a large project and contract because of the acquisition. Without the M&A situation, Q Consulting wouldn't have had the opportunity to grow through projects like this one.

"I've found that M&A is all about relationships. It's hard for M&A firms to get to know you. The time that Mike and his team spent getting to know us, as well as the commitment to build a relationship with both the buyer and seller, is the reason we had success. Revenue Rocket is an M&A firm that just makes it happen."

### Contact us for a successful M&A!

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