



RESOURCES & INSIGHTS

2024

Our mission at Compello Partners is to empower private equity-backed companies by delivering bespoke Managed IT Services, designed to elevate value, fortify security, and catalyze growth through strategic, tailor-made IT solutions.



Our Expertise

Compello Partners Managed IT and Security Services are built **FOR** private equity firms and their portfolio companies **BY** private equity operators.

We are ready to deploy stellar services and rapid support to handle all areas of infrastructure, cybersecurity, compliance, privacy, data governance, and system maintenance & management.

**CONTACT RICH FERRARO FOR A
COMPLIMENTARY IT ASSESSMENT
TODAY.**

Optimizing Profitability In Private Equity: The Strategic Value Of Managed IT Services

In the fast-paced realm of private equity (PE)-backed enterprises, achieving and exceeding EBITDA targets is paramount. CEOs and C-level executives face the challenge of enhancing company valuation while meeting financial objectives. A crucial component in this pursuit is the effective management of IT applications, infrastructure, and cybersecurity services, all pivotal for driving growth, fostering business agility, and ensuring operational efficiency.

Navigating IT Management: Build, Outsource, or Hybrid?

For many PE-backed leaders, the decision on IT management revolves around a fundamental question: "Do we build our IT organization, outsource, or adopt a hybrid approach?" Each option presents its considerations, but Managed IT Services emerge as a compelling choice, particularly when tailored to the specific needs of PE-backed firms.

Unlocking Value with Managed IT Services for PE-backed Firms

Managed IT Services offer PE-backed companies strategic advantages, providing a comprehensive, flexible solution that aligns with their dynamic business environment. Here's how Managed IT Services can drive value for these organizations:

Strategic Partnership

A seasoned Managed IT Services provider, well-versed in supporting PE-backed enterprises, serves as an IT "Trusted Advisor." They actively participate in management meetings, aligning IT strategies with business objectives to foster innovation and growth.

Flexibility and Scalability

PE-backed companies experience rapid growth and evolving business objectives. Managed IT Services offer scalability and flexibility, enabling quick adaptation to changing needs without the constraints of internal resource limitations.

Cost-Effectiveness

Managed IT Services operate on a subscription or pay-as-you-go model, providing cost predictability and scalability. This eliminates upfront capital investments in hiring and training internal IT staff, optimizing IT spending and maximizing ROI.

Expertise and Support

Managed IT Services providers bring diverse expertise across technologies and industries, ensuring access to specialized skills otherwise challenging to maintain internally. Round-the-clock support and proactive monitoring minimize downtime and enhance operational efficiency, emphasizing a proactive approach to IT management.

Agility and Innovation

PE-backed companies require agile IT solutions to support rapid innovation and market adaptation. Managed IT Services provide access to cutting-edge technologies and strategic insights, enabling organizations to stay ahead of the competition, particularly during acquisitions and integrations.

Weighing the Options

Pros and Cons

While Managed IT Services offer compelling benefits, it's crucial to consider the pros and cons of each approach:

- Building an internal IT organization may offer control but requires substantial upfront investments and ongoing resource management.
- Outsourcing IT services through Managed IT Services offers scalability, expertise, and cost-effectiveness but necessitates careful vendor selection and ongoing communication for alignment.
- A hybrid approach combines benefits but may introduce complexity and costs in managing multiple IT environments and vendor relationships.

In Conclusion

In the dynamic landscape of private equity, strategic decisions on IT management profoundly impact a company's profitability, growth, and competitive edge. Embracing Managed IT Services tailored to PE-backed organizations' needs unlocks scalability, expertise, flexibility, and cost-effectiveness, positioning them for success amidst evolving business environments. Ultimately, the choice between building, outsourcing, or adopting a hybrid approach depends on the organization's goals, priorities, and willingness to embrace innovation and change.

Compello Partners - Dedicated Managed Services

Contact us to learn how we implement tailored solutions and time-tested strategies for rapid performance improvements and growth. With our collaborative, hands-on approach and decades of PE business and technology experience, we aim to achieve transformative results.

Schedule A Complimentary IT Assessment Today