



## PROVIDING TRANSITIONAL LEADERSHIP FOR A \$100M PRIVATE EQUITY INVESTMENT

### STRATEGY PRACTICE

### INTERIM EXECUTIVE SERVICES

Trexin specializes in leading our customers through challenging transitions, which is often achieved through direct accountability via interim executive positions, including:

- Chief Information Officer
- Chief Technology Officer
- IT Departmental Director

Providing a cost-effective leadership solution that can be retained on either a full-time or variable basis, Trexin's interim executive services can be used for transitional or augmentative purposes alike. On average, our executives have over 25 years of experience and include both corporate and consultive positions. Our approach to technology leadership roles is to focus on business-IT alignment, to materially improve business performance.

### CONTACT US

+1 877 810 6633

EMAIL - [info@trexin.com](mailto:info@trexin.com)

Trexin led all technology initiatives and drove over \$5M in IT cost reductions while acting as interim CIO for 16 months for a \$100M business unit spin-off.

### BUSINESS DRIVER

After carving out a \$100M 3PL/transportation logistics and inventory supply chain management business from a \$3.6B moving and relocation services company, the client (a private equity firm) asked Trexin to support the newly independent business while managing all transition services. This was to be accomplished by becoming interim CIO and a member of the initial executive leadership team, and by leading the effort to reposition or develop the business' IT infrastructure and capabilities.

### ANALYSIS & TEAMWORK

Acting as Interim CIO over a 16-month period, Trexin provided numerous value-added services, including:

- Helping to negotiate stock purchase terms
- Helping to negotiate transition service agreements
- Establishing a new IT organization
- Establishing a new data center, network, outsourced hosted services, and operations
- Leading a major re-platforming initiative for key systems
- Establishing new IT managed service relationships with the old parent company
- Renegotiating all major IT contracts

Some of Trexin's analysis demonstrated that:

- Mainframe applications were business critical but too burdensome, costly, and inflexible.
- The business needed a lower/variable cost IT operating model and cost structure.
- IT needed a more prominent role in new business development and cost structuring.

### RESULTS

Trexin was directly responsible for driving out approximately \$5M in IT cost. Over the course of the engagement, Trexin met all major deadlines, met all related budget goals and business driven spin-out milestones, helped hire a full time CIO, aided in the setup of a new management team, and created a high-spot 18-month IT Strategy.

"If you think you can do a thing or that you cannot do a thing, in either case you are right."

**HENRY FORD**