

# Private Equity Operator: The Post-Acquisition Finance Gap Checklist

Identify hidden financial risks in your portfolio company **without relying on incomplete reporting**

## INSTRUCTIONS

Use this checklist immediately after acquiring a company or when reviewing an existing portfolio. For each item, mark:

1. Clear
2. Unclear
3. Missing

Any “Unclear” or “Missing” items signal a **finance gap** that can impact cash flow, reporting accuracy, and investor confidence.

### 1. Reporting Gaps

1. Monthly financials are delayed or inconsistent
2. Reports require explanation before they make sense
3. Different versions of numbers exist across teams
4. KPIs are unclear or constantly changing
5. Leadership does not fully trust the numbers

### 2. Cash Flow Blind Spots

1. No reliable 13-week cash flow forecast
2. Cash position is known, but future cash needs are unclear
3. Large upcoming expenses are not clearly mapped
4. Collections timing is inconsistent or unpredictable
5. Leadership cannot confidently answer “how long is our runway?”

### 3. Forecasting Gaps

1. Financial model does not exist or is outdated
2. Forecast assumptions are not documented
3. Forecast is not used in decision-making
4. Hiring decisions are made without financial modeling
5. Growth plans are not tied to financial projections

### 4. Operational Finance Gaps

1. Processes rely heavily on manual work or spreadsheets
2. No clear owner of financial operations
3. Financial workflows are undocumented
4. Revenue recognition is inconsistent
5. Systems are disconnected or duplicative

### 5. Post-Close Cleanup Gaps

1. Historical financials have not been fully reviewed
2. One-time adjustments are mixed into ongoing reporting
3. Legacy processes from prior ownership still exist
4. No clean financial baseline has been established
5. Prior reporting errors have not been corrected

### 6. Investor Reporting Gaps

1. Reporting package is not standardized
2. Reports are difficult to present to investors
3. Financial story is unclear or inconsistent
4. Reporting timelines are missed or rushed
5. Leadership is not confident presenting numbers

### 7. Decision-Making Gaps

1. Leadership relies on instinct over financial data
2. Margins are not clearly understood
3. Key drivers of profitability are unclear
4. Scenario planning is not possible
5. Financial insights do not guide strategy

### 8. Exit Readiness Gaps

1. Financials are not organized for diligence
2. Supporting documentation is incomplete
3. Metrics are inconsistent across reports
4. Potential red flags have not been identified
5. Company would struggle under investor scrutiny

## Why This Is Important

Most portfolio companies don't have a strategy problem. They have a **visibility problem**. After acquisition, financial gaps often go unnoticed because:

1. Reporting looks “good enough”
2. Numbers exist, but lack clarity
3. Issues are hidden until they become expensive

These gaps lead to:

1. Slower decision-making
2. Reduced investor confidence
3. Increased risk during diligence or exit

This checklist helps you identify where the business is operating on **assumptions instead of clarity**.

## Book a 15-Minute Strategy Conversation

We'll walk through your current reporting, cash visibility, and forecasting to identify where financial gaps may be slowing down your portfolio.

<https://bluebird-partners.com>