

Customer Success Story

EST Group, a reseller of computer products and technology consulting firm, partnered with Paro to resolve financial challenges, streamline operations, and position a business unit for a profitable sale.



CHALLENGE

Lack of leadership & strategy

EST Group faced unclear reporting, cash flow issues, and declining net profit, compounded by leadership turnover in its consulting division, which hindered strategic direction and execution.

SOLUTION

Roadmap to financial stability

Paro matched EST Group with CFO Craig, who developed a comprehensive roadmap that included realistic budgeting, KPI dashboards and streamlined reporting processes. He also addressed inefficiencies and improved cash flow management.

IMPACT

Increased value and successful sale

C-level strategic leadership improved financial clarity and performance, enabling the consulting division to be spun off and sold, while positioning EST Group for a successful turnaround.

Let's discuss how we can support your strategic leadership needs.

GET STRATEGIC LEADERSHIP

