

# CASE STUDY

## Urgent interim CFO needed after abrupt resignation

**INDUSTRY:** Automotive aftermarket  
**BUSINESS TYPE:** B2B

### CHALLENGE

A PE firm came to us with an immediate need for an interim CFO for their automotive aftermarket company. With the existing CFO transitioning out within two weeks after an abrupt resignation, they needed to act fast to find a replacement. Not having the time to sift through candidates, they critically needed a candidate from a focused set of referenced, PE-grade interim CFOs that understood the automotive aftermarket and the nuances to the complex accounting and financials associated with this type of organization.

### RESULT

Within 24 hours of the initial scoping call, the PE firm and portfolio company were introduced to the first candidate that had CFO experience in the automotive aftermarket industry. After a series of interviews, the client selected their ideal choice that was able to start immediately and was open to converting to a full-time role. Because the candidate was such a perfect fit, the PE firm decided to convert them to full-time from the get-go. They were able to drive an excellent outcome by quickly retaining this role without wasting time or cost.

### SOLUTION

Leveraging our founder's 20 years in private equity, we have extensive frameworks for assessing PE-grade interim CFO needs. BluWave utilizes technology, data and human ingenuity to pre-map, assess, monitor, and maintain deep pools of interim CFOs that uniquely meet the private equity standard. We interviewed the PE firm to understand their specific key criteria, and then connected the client with three select pre-vetted candidates from our invitation-only Intelligent Network that fit their exact needs.

“I've always been so impressed by your network, deep firsthand understanding of what 'great looks like' for PE, and your ability to run down trusted back channels from trusted sponsors, and that all came to bear here in such a meaningful way. While we pride ourselves in running efficient search processes, 2.5 weeks is a new record.

- PE Firm Managing Director