

Case Study

Outsourcing: A Strategic Imperative for the Construction Industry

About the Client

Alliance Partition Systems (APS) is a steel stud framing and drywall contractor located in the Northwest United States. Founded in 2007 by longtime carpenter Mike Powers, APS is built on a foundation of authenticity, passion, and leadership.

Since the relationship began in 2015, Eide Bailly has provided specialized expertise to support the company's growth, including providing CFO-level financial guidance using data-driven reports, developing an accounting team, ensuring clean and accurate financials, and using industry knowledge to provide guidance in all areas of the business.



- \$50M in annual revenue
- 2 states
- 3 offices
- 7 project managers



Key Results

- Industry accounting and reporting knowledge
- Clean and accurate financials
- A full accounting team trained by industry specialists
- CFO-level support for making data-driven decisions



The Challenge

Alliance Partition Systems' growth brought challenges their former CPA firm couldn't solve.

As the business grew to a \$50 million company, so did their financial needs. Mike, a construction industry native, was acting as his own bookkeeper, making it difficult to acquire a bond. Accounting in the construction industry is nuanced, and Mike needed a partner that could provide specialized expertise and be there to support the growth of his company.

Accounting serves as the language of business, narrating your organization's journey from its past to the present and guiding its future. Given its critical role in daily operations and long-term success, strategic accounting is a must. It's not just about doing things right; it's about doing them strategically to make informed decisions.

- 1 DIY financials made it hard to work with banks and bonding agents.
- 2 Former CPA lacked construction industry accounting expertise.
- 3 Lack of resources to support APS's incredible growth.

The Solution

Alliance Partition Systems looked to Eide Bailly as a trusted business advisor to support growth.

Mike and Eide Bailly have worked together to build an accounting team at Alliance Partition Systems. They meet every month to go over the financials and custom reports that give Mike better visibility into operations. Today, Mike has a trifecta of partnerships — his banker, his bonding agent, and Eide Bailly — that he credits for his success.



If it wasn't for the relationship with Eide Bailly, we wouldn't have been able to grow our business to where it is now.

Mike Powers, President | Alliance Partition Systems



The Results

Since Mike started working with Eide Bailly, his company has grown from \$5 million to \$50 million.

Eide Bailly provides resources and guidance to support that growth. APS now has a full accounting department that has been trained by Eide Bailly to understand the intricacies of the construction industry. APS's monthly WIP sheet, which once took hours, now takes a few seconds to create with Eide Bailly's custom reporting. The reports also give the team visibility into workflow so they can make timely strategic decisions.

According to Mike, "Eide Bailly is our CFO. It really hasn't even come up as a thought to need a CFO — Eide Bailly provides that in full."



The role of the CFO is evolving. A modern, adaptive CFO can take your organization to the next level by aligning strategic goals across the organization, diving into technology solutions to create greater efficiencies, using data to make informed business decisions, and contributing to future planning.

Here to Help You Build a Solid Financial Future

The construction and real estate industries are notoriously high pressure and continually evolving. Our professional advisors are knowledgeable and experienced with the ever-changing details of the tax methods, financial reporting options, regulations, compliance, and all-important issues affecting the construction and real estate industry.

Get Started