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## Case Study

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# Allied Reliability

## CHALLENGE

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Founded in 1997 and headquartered in Charlestown, South Carolina, Allied Reliability is the nation's largest independent maintenance and reliability engineering firm specializing in Predictive Maintenance (PdM) and Condition Monitoring services.

The company was challenged by its own success, growing faster than anticipated. The entrepreneurial owners were too busy serving customers, maintaining the highest standards of quality; to be able to also plan for the company's short and long term future. Additionally, an ownership restructuring was required.

## SOLUTION

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Allied hired the Vann Group to facilitate the acquisition of a troubled competitor. Through the Vann Group's ability to successfully navigate the challenges of acquiring a company in bankruptcy, Allied realized that the Vann Group was what it needed to help create and execute its strategic plan.

Execution included negotiating the separation of one of the three partners, a delicate and potentially difficult situation. "The Vann Group negotiated the entire restructure and everybody came out a winner," said John Langhorne, Co-Founder and Partner. "It was a messy situation, and Kevin and Mike Vann steered us through it successfully."

The Vann Group continues to facilitate the company's strategic planning activities and provides advisory services to the senior leadership team.

In John's words, "Mike and Kevin Vann allow us to be creative entrepreneurs with big ideas while helping us to manage the ideas for success. They know what questions to ask, provide the necessary analytics, help us evaluate opportunities, and protect us from getting into something we shouldn't. They have a tremendous amount of business experience and insight, and they are as passionate about our success as we are."

## RESULT

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Allied Reliability is the dominant industry voice in designing and implementing a customized, integrated approach for identifying defects in assets utilizing predictive maintenance technologies. With the help of the Vann Group, Allied has been able to substantially grow its business domestically and expand its international presence while improving margins and profitability. "I can't envision being where we are today without the Vann Group," said John Langhorne.

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*-John Langhorne*