



At A Glance

Practitioner-led, boutique operating partner firm collaborating with Private Equity Leadership, Internal Operating Partners, and Portfolio CEOs to find pre-acquisition opportunities and accelerate post-acquisition EBITDA multiples along with cash flows.

Why Partner With Us?

- ⇒ **Accelerated Earnings Growth and Cash Flow** - Translate practical, tech-enabled operational improvements into rapid EBITDA growth and cash conversion — driving higher realization value.
- ⇒ **Trapped Value Analytics** - Amplify your in-house organizational & operational analysis capabilities to meet aggressive due diligence deadlines and close deals with added confidence.
- ⇒ **Agile, On-Demand Outside Operating Partnership** - Complement your team's talent and reach with our decades of business transformation experience. We pride ourselves on being easy-to-work-with and focused on your specific needs by deploying hand-selected senior project management and subject matter experts customized for each collaboration.
- ⇒ **Rapid Capability Build-Up and Sustainability** - Embed new organizational capabilities and ensure value creation is woven into your portfolio firm management team's on-going business practices.
- ⇒ **Comprehensive Functional Expertise** - Leverage our network with hundreds of veteran executives, experienced management consultants, and subject matter experts at your service.
- ⇒ **Visible Return on Investment** - See collaboration results showing up in your financial statements.

Industry Experience

We bring deep business analysis, organizational transformation, and functional expertise to our collaborations across 21 industries:



Aerospace
& Defense



Automotive
& Suppliers



Business &
Consumer Services



Chemicals



Construction &
Building Products



Distribution
Services



Education



Energy
& Utilities



Engineering



Financial Services
& Insurance



Food
& Beverage



Healthcare
& Life Sciences



Manufacturing



Media
& Entertainment



Mining
& Metals



Oil
& Gas



Private Equity
/ Portfolio Companies



Public
Sector



Retail



Telecommunications



Transportation
& Logistics

Our Services



Enterprise Excellence

- Integrated Operational Performance
- Sales & Marketing
- Human Capital
- Margin Growth & Cash
- Information Technology Transformation



Operational Turnaround

- Cash Conservation & Liquidity Generation
- Contingency Planning
- Development, Review, & Implementation of Cost Reduction Initiatives
- Interim & Crisis Management
- Operational Reorganization
- Stabilization of Core Operations



Organizational Analysis

- Mergers & Acquisitions
- Organizational Readiness Appraisal
- Trapped Value Analysis & Resolution Approach
- Our Commitment to Community — Pro Bono Advisory Services for Small Businesses & Education

Working With You



Identify

- 2-4 meetings at no cost
- Discussion of issues
 - Alignment around probable causes



Qualify

- 3-6 weeks at cost
- Qualify opportunities
 - Quantify anticipated results
 - Initial engagement design
 - Key meetings: Launch, Opportunity Review, Solution Review, and Final Framing of analysis



Modify

- 4-8 months
- Final engagement design
 - Execution of engagement design
 - Realization & measurement of results
 - Ownership & sustainability

Key Statistics

Clients' Historical Return On Investment (avg.)

4.8 to 1

Subject Matter Expertise (SME) Network (total)

500+

Supply Chain Cost Savings (avg.)

19%

Team's Collective Career Projects (total)

1,480

Team's Historical C-Suite Executives Roles (total)

37

Working Capital Unlocked For Reinvestment (avg.)

21%

Specialists: Years In Consulting (avg.)

24

Team's Career Training Sessions Delivered (total)

4,663

Tech-Enabled Productivity Increases (avg.)

27%

Office Locations

NYC

One World Trade Center
Suite 8500
New York, NY 10007
212 220 3897

CHI

300 North LaSalle Street
Suite 4925
Chicago, IL 60654
312 260 9907

SFO

101 California Street
Suite 2710
San Francisco, CA 94111
415 636 7999

MIA

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Suite 2790
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