



## 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

200 South Biscayne Blvd  
Suite 2790  
Miami, FL 33131  
305 925 8112

### TOR

20 Bay Street  
11th Floor  
Toronto, ON M5J 2N8  
647 725 9662