



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

Team's Collective Career Projects
(total)

1,496

Specialists: Years In Consulting
(avg.)

21

Subject Matter Expertise (SME) Network
(total)

900+

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

39

Team's Career Training Sessions Delivered
(total)

4,935

Supply Chain Cost Savings
(avg.)

19%

Working Capital Unlocked For Reinvestment
(avg.)

21%

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

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