

# EBITDA Enhancement

We work with sponsors and portfolio companies to rapidly identify, validate and capture EBITDA enhancements in any situation.

We provide leadership and analytical support for strategic initiatives and performance improvement opportunities. Our solutions are delivered using a rigorous process to navigate complex problems and deliver value:

- Assess the **current situation**
- Leverage **market-based artifacts** (i.e., studies or benchmarks) and **tap subject-matter expertise** as needed
- **Design the appropriate solution based** on best practices and our experience that is fit-for-purpose
- Deploy **optimal project methodologies** based on the needs of the initiative
- **Partner** with the company, sponsor, and other stakeholders to provide the necessary level of support needed to execute
- **Measure ROI** and design repeatable processes to **quantify the impact**

## Strategic Initiatives

Strategic initiatives often require an external lens to help stakeholders align around difficult decisions and turn strategy into tactical action.

- **Create strategic alignment:** Enable alignment of imperatives, strategies, goals, and initiatives supported by an understood fact base and the organization's vision, mission, and aspirations.
- **Facilitate implementation:** Actively assist with implementing strategic initiatives focused on where to play, how to win, and the performance management systems required to measure effectiveness.

## OUR SOLUTIONS

- Business Strategy Analysis and Development
- Technology & Performance Roadmap
- Investment Initiative Analysis & Execution Support
- Footprint Rationalization
- Market Assessments
- Designing and Implementing the TOM
- Cost Optimization
- Process Improvement
- Pricing Enhancement
- Working Capital Improvement

## EBITDA ENHANCEMENT BY THE NUMBERS

In the last three years, our teams have supported EBITDA Enhancements that resulted in hundreds of millions of dollars of realized increases in enterprise value.

## Our Difference

**WE LEVERAGE NIMBLE TEAMS WITH DEEP EXPERTISE TO EFFICIENTLY DELIVER IMPACT.**

**FLEXIBLE** — Tailor proven approaches and best practices to the situation at hand.

**EXPERIENCED** — Our consultants have a hybrid of deep expertise in private equity, M&A, and consulting.

**AGILE** — We balance structure and discipline with an agile mindset which allows us to expedite value capture.

**RESPONSIVE** — Partner with your team to achieve timely results under aggressive circumstances.

**PROACTIVE** — We identify and address blind spots before they escalate into issues.

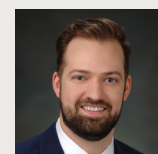


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# Expertise In Action

## Sample EBITDA Enhancement Clients



**Private Equity Fund:**  
Southfield Capital



**Private Equity Fund:**  
Alpine Investors



**Private Equity Fund:**  
Charlesbank Capital Partners



**Private Equity Fund:**  
Altamont Capital Partners



**Private Equity Fund:**  
Wind Point Partners



**Private Equity Fund:**  
Capitala Group



## Case Study

### POSITIONED FOR SUCCESS

**INDUSTRY:** Environmental Services

**SERVICE:** End-to-End Strategy Partner

**REVENUE:** ~\$250M

**ISSUE:** A private equity firm acquired an environmental services business with an understanding that market conditions allowed for:

- A significant price increase in certain product lines.
- Organic growth given broader market trends in the environmental services industry.
- Non-organic growth opportunities to acquire similar but complementary businesses to expand both service and geographic footprint.

**SOLUTION:** Partnered throughout the hold period to support strategic objectives at the portfolio company.

- Brought in immediately post-transaction to design & execute the price increase.
- During the hold period, our team was engaged to design performance reporting, create financial reporting and processes, provide views into business-risks (i.e., commodity pricing on profitability), business segmentation, and others.
- Supported the sale process to provide relevant business insights to both the investment bank coordinating the sale & targeted potential buyers.

**OUTCOME:** The Company realized substantial benefits from collaboration with our team.

- Realized a ~25% increase in YoY EBITDA solely from the tactical price increase effort.
- Leveraged performance management suite of tools throughout the hold period to measure the benefit of strategic objectives and, more broadly, optimize performance.
- During the sale process, we answered complex questions and contributed to insightful discussions that resulted in an increased multiple and a strategically successful exit for our client.