

Operational Excellence For Exits

**The Portfolio
Partnership**

Transforming Visions Into Remarkable Businesses

978-395-1155

www.PortfolioPartnership.com

What is it? It's the essential 24 months of operational actions that are required to ensure your exit is a success at a premium valuation. TPP executes these actions alongside your team, **building businesses buyers love to buy.**

Why? Approximately 90% of companies that come to market are not ready for prime time. In the US every year approximately 6,000 businesses are sold for \$10m or above out of a total population of 6.2 million enterprises. There are many weaknesses which will reduce the global audience of buyers who will pay a premium value. We can help you remediate these weaknesses and often turn them into strengths.

How do WE do it? Leveraging our proprietary 15-factor Saleability Test and decades of scaling and exiting businesses crystallizing over \$1 billion in value, we work alongside you and your management team to look at your business through the lens of a buyer. We identify the value leakage and build world-class best practices into your business and position your company to achieve it's desired outcomes. We at TPP are seasoned executives with a minimum of 20 years of operator experience. These are the main areas we transform over 4 to 8 quarters:

- 1 Establish compelling positioning in the marketplace.
- 2 Build storytelling around your superpowers and elevate your presence in the market.
- 3 Initiate actions to improve margins gradually affording full credit at exit.
- 4 Build reliable world-class marketing and sales playbooks automating them with the most appropriate technology.
- 5 Attack customer dependency to ensure a more balanced profile come prime time.
- 6 Reimagine new product and service launch programs to bring rigor and urgency to the plans.
- 7 Build robust production systems.
- 8 Build insightful financial and non-financial dashboards to ensure critical measurements are trapped and necessary actions are taken.
- 9 Create robust forecasting models to ensure when the time comes you will ace due diligence.
- 10 Assemble the essential documents for your data room to ensure the key facts are at your fingertips.

What does it cost? A fixed monthly retainer is charged based on the complexity of the assignment.

What would your clients say? *"We were impressed with both their strategic positioning and their operational ability to get it done. TPP understands how to build businesses buyers love to buy at a premium valuation. They know how to achieve rarity value".*

Industries? We are agnostic but our experiences cover the following:

- Manufacturing - Industrial Technology, Sensors, Consumer and Industrial Electronics, Medical Devices, Pharmaceuticals, Consumer Goods,
- HR-related – outsourcing, aviation, IT contract recruitment, medical locum
- Software/media/agencies – application tools, CAD software, education, consumer magazines, cloud migrations, student travel, ad agency, PR house, email marketing

About us: In a nutshell, we are operators with deep M&A experience, not bankers. Preparing businesses for sale is an operational skill, a muscle built up over years of experience. Our team is comprised of successful C-suite executives who've held leadership positions across the globe including, Thomson Corporation, Capita, Mycronic, Web Industries, Mondi, Avery Dennison, Sony, and P&G along with several successful private software and technology companies. Across our careers in the US and Europe, our team has completed over 50 transactions with an aggregate enterprise value in excess of \$1 billion.

Contact Ian: Ian@TPPBoston.com or 978 395 1155