

PRIVATE EQUITY VALUE PROPOSITION:

PE firms are in the business of buying and selling companies and contend with numerous issues - the pace is fast and furious. Growing the top and bottom lines are crucial to your success, yet these are not easy to accomplish. Whether you have one or multiple companies in your portfolio, each is unique and you seek ways to improve efficiencies and performance for them as well as yourself. Having run a company and a successful turnaround, we know firsthand the issues you face and help eliminate those issues through a holistic, disciplined and systematic approach to sales. The results are sustainable improvements in efficiencies, predictability, revenue growth AND profitability.



PE NEED



More efficient method to grow & manage revenue and margins



Improved market position



Strong sales team and process



Help with one or more portfolio companies improving sales performance



Improve operational efficiencies



Exceptional EBITDA

BUSINESS BETTERMENTS DELIVERABLE



Review sales activity by numerous options, anytime, anywhere; be proactive



Position portfolio company as more viable for future sale



A robust sales team/process that is forward thinking



An easy to use management tool for leadership and individual contributors alike



Allocate freed up time to other needs



Increased revenues, margins and profits

YOU ARE CONSTANTLY MANAGING:



Selling: You want to position your portfolio company in the market as a solid opportunity by showcasing potential growth. We help you accomplish that.



Buying: You want the best ROI possible. We help you identify untapped growth opportunities of prospective acquisitions, resulting in a unique opportunity for a great buy.

LET'S GET TOGETHER TO DETERMINE HOW WE CAN HELP YOU.

SHOCKING SALES STATS!



Only **55%** of salespeople meet their forecast quota.



72% of executive buyers say salespeople are not prepared to answer questions.



57% of B2B customers & prospects do not believe their sales force is prepared for the first meeting.

