



# From operational due diligence to synergy acceleration and value creation

Improving: Competitiveness • Confidence • Integration • Synergy Savings • Time-To-Value Realization

## Changing the game to win

The M&A market and PE acquisitions are at an all-time high. Valuation multiples are at their highest levels ever and there's considerable competition among corporate strategic buyers to find and acquire those elusive "diamonds in the rough." To compound matters, private equity firms are offering a viable and, at times, more competitive alternative for companies considering sale.

To succeed in this hyper-competitive market, **corporate strategic buyers need to become smarter in their buying decisions, have a more robust investment thesis and accelerate the integration and time-to-value realization process.**

### Core benefits:

- Identify & quantify supply chain opportunities earlier
- Increase bidding competitiveness
- Improve win rate on target companies
- Reduce acquisition risks
- Ensure integration & synergy capture
- Accelerate time-to-value realization
- Maximize exit value on carve-outs

### Optimizing supply chain and operations-oriented value creation opportunities

Maine Pointe's Total Value Optimization™ (TVO) due diligence and integration services uncover supply chain and operations-oriented value creation opportunities both **pre and post-acquisition**. These enable strategic buyers to quantify EBITDA improvements, together with working capital risks and opportunities. We typically develop an implementation road map for the first 90-180 days and beyond. This road map details the activities to help accelerate supply chain improvements. We then work shoulder to shoulder with your team and the acquired company's management team to implement the improvement road map. Our engagements typically deliver between a 4:1–8:1 ROI and are underpinned with a unique **100% guarantee of engagement fees** based on annualized savings.



## Pre and post-acquisition services improve confidence and time-to-value

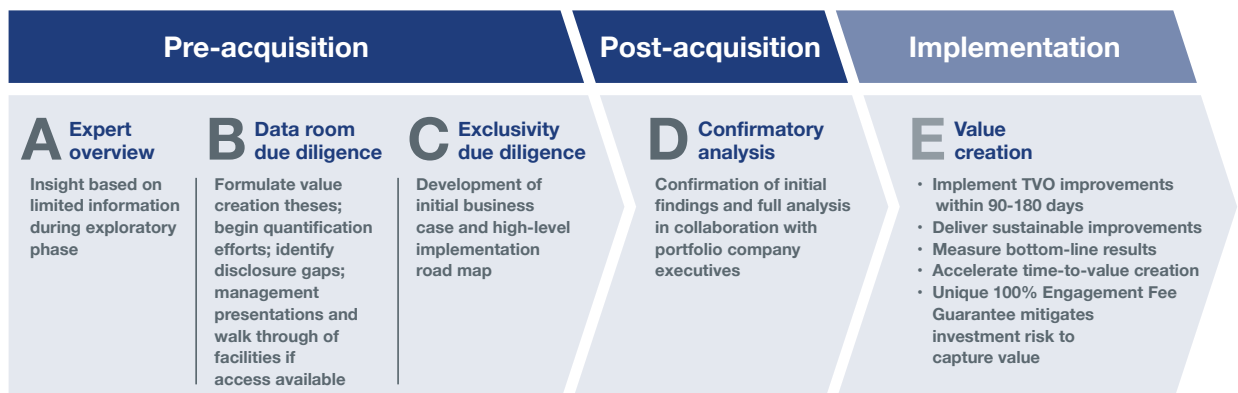
Maine Pointe's comprehensive set of pre and post-acquisition implementation services help improve your confidence, competitiveness, and accelerate integration and time-to-value realization.



Maine Pointe has delivered \$Billions of benefits to firms operating in 30 countries around the world

**1. Deal Origination:** We work with you to identify the ideal target candidate profile for acquisition and understand how those characteristics maximize available operational talent synergies. We do this because we understand your business and the value levers in your industry. Maine Pointe diligence support allows you to accelerate the business development hunting phase and focus on the work to close the transaction successfully.

**2. Due Diligence:** We help you quantify and capitalize on EBITDA, cash savings and growth opportunities by taking you through four pre and post-acquisition stages, then through to accelerated implementation. This helps increase your bidding competitiveness, reduce acquisition risks, improve lender/investor dialog, accelerate time-to-close and optimize the realization of value creation opportunities.



**3. Performance Improvement:** Post acquisition we work with you to align management & organization, drive quick wins (<90 days) and sustain step-change improvements across procurement, logistics, and operations. By driving measurable results and infusing best practices we accelerate integration and synergy savings.

**4. Bolt-on Acquisitions:** For further acquisitions, we work with you to pursue, close and integrate them to enable growth. We drive identified synergy savings, achieve quick wins (<90 days), then integrate, consolidate & standardize operations across the supply chain. The results are reduced working capital requirements and accelerated EBITDA, cash and growth.

**5. Before Exit:** For corporates looking to carve out divisions, business lines or subsidiaries, we help maximize deal returns by working with you 9-18 months before exit. At this phase, we help you realize unexpected quick wins before the division is sold. We help implement demonstrable LTM (last twelve months) results, support management and provide a clear road map for further improvement. One example of the effectiveness of our approach was a 60:1 ROI on our engagement with a company at exit. This was achieved in less than one year.

### Taking a holistic approach drives the greatest measurable value

With corporations often overlooking the synergy savings and growth opportunities associated with supply chain and operations optimization, now is the time to take a fresh look at how you can improve confidence, increase bid “win rates, and accelerate your time-to-measurable value realization.

In Maine Pointe’s experience doing over 100 due diligences for clients, those firms that take a more holistic approach from due diligence to integration drive the greatest measurable value.

### Now is the time to work with a results-driven supply chain and operations consulting firm

Maine Pointe’s engagements are results-driven and deliver between 4:1-8:1 ROI. We are so confident in our work and our processes that we provide a unique 100% guarantee of engagement fees based on annualized savings.

Have a particular due diligence, integration or operational improvement question you would like to discuss? Talk it through with one of our executives.

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#### About Maine Pointe

Maine Pointe, a member of the SGS Group, is a global supply chain and operations consulting firm trusted by many chief executives and private equity firms to drive compelling economic returns for their companies. We achieve this by delivering accelerated, sustainable improvements in EBITDA, cash and growth across their procurement, logistics, operations and data analytics. Our hands-on implementation experts work with executives and their teams to rapidly break through functional silos and transform the buy-make-move-fulfill digital supply chain to deliver the greatest value to customers and stakeholders at the lowest cost and risk to business. We call this Total Value Optimization (TVO)™.

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