



**We have delivered a ROI in excess of 4:1 for more than 60 PE firms and over 200 portfolio companies**

**We provide a unique 100% guarantee of engagement fees based on annualized savings\***

Maine Pointe is a supply chain and operations consulting firm that works with private equity firms and their portfolio executives around the world to reduce risk and rapidly increase EBITDA, cash flow and growth. Our team of industry specialists deliver due diligence, analysis and implementation services that drive sustainable benefits across the areas of **procurement, logistics, operations and data analytics** in both asset intensive and asset-light businesses.

### Example PE Firm clients:

- |                        |                        |
|------------------------|------------------------|
| ■ AEA Investors        | ■ Kohlberg & Company   |
| ■ Aurora Capital       | ■ Oak Hill Capital     |
| ■ CD&R                 | ■ Searchlight Capital  |
| ■ Centre Lane Partners | ■ SK Capital           |
| ■ Genstar Capital      | ■ The Carlyle Group    |
| ■ H.I.G. Capital       | ■ The Jordan Companies |
| ■ Invesco              | ■ Wellspring Capital   |

We develop long-term relationships with PE firms, supporting operating partners, portfolio support groups, deal partners and company CEOs by addressing capacity and capability challenges to realize operational improvements at an accelerated pace.

### Engage us early to:

- Achieve a 40%-100% injection of near-term cash flow and EBITDA enhancements
- Significantly reduce your average holding period by 1-3 years
- Improve multiples and exit quality
- Increase supply chain operational savings and organizational readiness

### Portfolio company CEOs

We understand the challenges faced by portfolio company CEOs – especially the need to deliver measurable performance improvements, fast. Our proven methodology and experienced teams work closely with CEOs and their staff to accelerate measurable improvement across the plan-buy-make-move-fulfill supply chain, eliminating functional boundaries to deliver the **greatest value to customers at the lowest cost and risk to business.**

### Our approach helps executives:

- Accelerate improvements to enhance EBITDA and cash flow, fuelling growth
- Quickly identify and implement operational improvements
- Optimize the global supply chain via our **Total Value Optimization (TVO)™** model
- Align the company leadership and operations teams with the PE firm's strategic imperatives, transformation agenda and financial goals
- Reduce the burdens of transformational implementation
- Assess skill sets and provide training to sustain benefits



\*Our engagements deliver between a 4:1-8:1 ROI. We provide a unique 100% guarantee of engagement fees based on annualized savings. Subject to our findings in our analysis, there may be circumstances when we adjust this guarantee.

### Clients speak

“After applying TVO across three corporations, both public and private equity owned, we generated \$290M in EBITDA, \$310M in cash and growth through improved customer responsiveness. **Every company and CEO should consider implementing TVO.**” Jim Voss, CEO, Vectra.

### How we work

Our hands-on implementation experts work with private equity partners, portfolio company CEOs and their teams to rapidly move up the Total Value Optimization Maturity Pyramid™ by:

- Identifying and quantifying the real opportunity
- Identifying current constraints and barriers
- Creating a robust and measurable business case with a clear ROI
- Developing a pragmatic roadmap for accelerated results
- Working closely with clients to implement and track

measurable improvements

- Infusing best practice and delivering a quantifiable ROI
- Training, mentoring and enhancing internal teams for sustainable performance

### Our approach helps:

- Identify and accelerate performance improvements to ultimately increase EBITDA and valuations
- Clear the pathway to add-on acquisitions
- Significantly improve portfolio company liquidity
- Accelerate your release from financial covenants
- Create better fund performance to more easily attract capital
- Provide in-house teams with additional horsepower and specialist expertise in the areas of logistics, procurement and operations
- Complement internal consulting teams with specialist resources



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

### Why Maine Pointe?

Because of our:

- **Unique 100% engagement fee guarantee** which mitigates the risk of the investment required to capture the value
- Experience and track record, having delivered **billions of dollars in value improvements** for PE clients around the world
- Proven ability to **accelerate** improvements in EBITDA, cash, growth and risk

### Our private equity leaders



Mark McTigue,  
EVP Private Equity,  
North America



Joe Esteves,  
VP Private Equity

Have a particular operational challenge you would like to discuss?  
To talk it through with one of our executives.  
Email: [info@maineptune.com](mailto:info@maineptune.com)  
Telephone: **+1 617.273.8450** (U.S)  
Telephone: **+44.7584.621.565** (Europe)  
**www.maineptune.com**