

Strategy and Design Services for Private Equity Groups

ENHANCE THE VALUE OF YOUR MANUFACTURING PORTFOLIO AND ASSESS THE FULL POTENTIAL OF ACQUISITION PROSPECTS

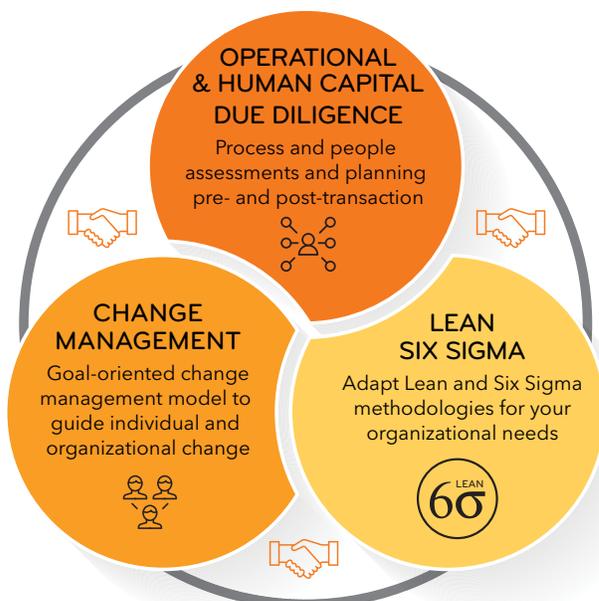
Aprio partners with private equity firms to maximize value throughout the manufacturing transaction lifecycle. During pre-transaction, we help you understand the full potential of acquisition targets through operational and human capital due diligence. Our Manufacturing Strategy and Design team conducts comprehensive assessments to uncover process improvements that can be made after the deal closes that will drive performance. Our process creates competitive advantage by enabling private equity firms to confidently submit purchase prices based on achievable performance metrics and a structured plan to attain these defined goals.

After the transaction closes, Aprio leads your new portfolio companies to measurable bottom-line results and lasting cultural changes that drive profitable growth and shareholder value. We partner with your manufacturing and distribution acquisitions to enhance internal capabilities at all levels of the organization, developing robust processes to increase and sustain post-transaction performance.

We perform operational and human capital due diligence with a 3-step process that creates synergy for all post-transaction integration, to minimize attrition and process disruption.



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Custom strategies that deliver organizational effectiveness

Each portfolio business is unique - it has its own unique strengths and weaknesses. To ensure that clients can realize tangible benefits and sustain improvements post-transaction, we create custom strategies based on individual business needs. We center our efforts around technical and behavioral capability transfer as well as process re-engineering and systems integration. Our structured framework delivers:

- **Operational Due Diligence** - Our 3-step Assess, Report and Support approach drives pre- and post-transaction advisory and delivery services for process integration. From pre-transaction operational ideas to post-transaction value realization, Aprio can craft a strategy for current and future operations to maximize shareholder returns.



- **Human Capital Due Diligence** - Talent is your most powerful asset and the collective mindset, behaviors and capabilities of a workforce comprise the culture of the organization. We assess leadership capabilities and skills to identify and address critical pre-transaction risks and create a robust management program to minimize impact, reduce unknowns, inspire engagement and increase productivity. Aprio offers training and coaching to mold the right behaviors and performance required to drive positive business outcomes that increase value. We use qualitative and quantitative tools at the individual and team level to identify patterns of preference, responses and performance.
- **Change Management** - Through structured change management models that include organizational attributes and readiness, we incorporate your inputs into deployment plans for projects and programs within your organization. All change initiatives are meticulously managed and monitored visually. This helps manufacturing teams prioritize, prepare, manage and reinforce changes in the organization for sustained performance.
- **Lean Six Sigma** - Using lean principles and applying key six sigma methodology as needed, we customize problem solving with a focus on hard metrics to improve safety, quality, people engagement and delivery, while reducing cost. We focus on building the capability of your internal workforce through the hands-on application of lean and six sigma concepts and tools, so lean thinking and continuous improvement embed in the culture of your organization.

Learn from industry leaders

Effective leadership skills are best learned from seasoned leaders. Our team members are all senior industry leaders with deep manufacturing experience - so we know what's at stake. We roll up our sleeves and embed ourselves in your business to apply hands-on individual coaching and guidance across every aspect of your organization; to ensure transitions and integration are balanced.

For more information about Aprio's Strategy and Design Services for Private Equity Groups, contact:



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About Aprio

Since 1952, clients throughout the U.S. and across more than 40 countries have trusted Aprio for guidance on how to achieve what's next. As a premier, CPA-led professional services firm, Aprio delivers advisory, assurance, tax and private client services to build value, drive growth, manage risk and protect wealth. With proven expertise and genuine care, Aprio serves individuals and businesses, from promising startups to market leaders alike.

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