

Private Equity Practice

Creating Value and Increased Returns for Private Equity Portfolio Companies

Fahrenheit offers a comprehensive array of services across a broad range of functional areas, all with the singular focus of helping financial sponsors accelerate equity value creation within their portfolio.

Multi-Functional Experts for Financial Sponsors

Operating Partners

Fahrenheit's team of consultants have developed significant operational expertise, having spent decades in senior management and COO roles. Our firm often serves as Outsourced Operating Partner for private equity groups that do not have a captive bench or to augment those that do when the portfolio demands more attention than the team can provide.

- » Lean Implementation
- » Evaluation of Non-Core Assets
- » Interim Leadership
- » Multi-Facility Optimization and Consolidation
- » Supply Chain Management
- » International Sourcing
- » Post-Closing Add-On Integration

Sales Organization Specialists

Fahrenheit's team of commercial experts assess the strengths and weaknesses of your portfolio company's sales organization and identify tangible strategies to drive revenue and profit improvements.

- » Sales Team Assessments, Recommendations, and Action Plans
- » Sales Team Compensation Analysis
- » Commercial Agreement Analysis
- » Pricing/Profitability Analysis
- » Sales Pipeline and Market Opportunity Analysis
- » Competitive Landscape Analysis
- » Value Proposition Definition
- » Three-Year Commercial Plan
- » Customer and SKU Segmentation

Executive Coaches

Fahrenheit's executive coaches work with successful management teams to help them increase their effectiveness by enhancing their leadership skills. Our team has coached hundreds of leaders in overcoming deficiencies and achieving at a higher level, enabling our coaches to identify those critical areas of focus that will yield the most impactful results.

- » Leadership Effectiveness
- » Executive and Leadership Coaching
- » Team Building
- » Culture Change

Accounting & Finance Professionals

Fahrenheit provides the insight and expertise that financial sponsors need to enhance their portfolio company's finance and accounting organization and drive the business forward. Our team leverages true real-world experiences to deliver cost-effective, hands-on solutions that improve finance organizations, processes, and systems.

- » Interim CFO & Controller Leadership
- » M&A Sale Process Transaction Support
- » Monthly Financial Reporting Packages
- » Budgeting and Forecasting
- » KPI / Dashboard Creation
- » ERP / Accounting Systems Selection and Integration
- » Costing and Pricing Analytics
- » Lender Management and Reporting
- » Internal Control Systems

Talent Acquisition Experts

Fahrenheit helps businesses assess the existing organization, identify gaps, define roles, and obtain the human capital needed to achieve their strategic goals. We build winning teams based on the unique perspectives we have as part of a larger management consulting firm. Our team of on-demand HR experts provides the knowledge and experience you need to make informed employee-related decisions to help your company grow to the next level.

- » Management Assessment and Role Definition
- » Executive Search and Assimilation
- » Professional-Level Recruiting
- » Compensation Design and Analysis

Business Strategy Project Managers

Fahrenheit helps clients refine their goals and vision into specific strategies (including the associated milestones and metrics) to improve performance and then incorporate those strategies into a budget to which the company is managed. We also assist clients in establishing reporting and review processes to enable control of the business and ensure leadership accountability. Our services result in improved decision-making for our client's executive team through analytics and a structured approach.



Multi-Functional Experts for Financial Sponsors *(continued)*

Restructuring Specialists

Fahrenheit's senior professionals guide companies through change, whether caused by growth needs, dynamic markets or competitors, upsets, or ownership transition. Our team's backgrounds include numerous CEO & CFO roles with significant M&A experience and features strong team development, healthy culture, and significant marketing expertise.

- » Creating growth through strategy development & execution
- » Business expansion, including alliances & outsourcing
- » Restructure, turnaround, and cash preservation
- » Interim leadership for periods of transition

HR Consultants & Facilitators

Fahrenheit conducts assessments and asks the tough, probing questions necessary to get to the core issues. We then blend our knowledge of business and people to deliver actionable, straightforward advice that is focused on bottom-line results.

- » M&A and Post-Acquisition Integration
- » Organizational Design and Effectiveness
- » Change Management
- » Succession Planning
- » Workforce Analysis
- » Restructuring & Turnarounds
- » Fractional and Interim HR Leadership

Strategic Board Members

Our senior-level executives have led organizations of all sizes, from lower middle market to publicly traded, and offer clients a fresh, outsider's perspective on setting your portfolio company's strategic course over your ownership period.

- » Add-On Acquisition Strategy
- » Business Model Testing and Validation
- » Growth Plan Assessment
- » Board Presentations
- » New Market Entry

Market Focus

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| » Architecture | » Life Sciences |
| » Biotech | » Manufacturing |
| » Business Services | » Non-Profit |
| » Construction | » Professional Services |
| » Consumer Products | » Public Sector |
| » Distribution | » Real Estate |
| » Education | » Retail |
| » Energy | » SaaS |
| » Engineering | » Technology |
| » Financial Services | » Telecom |
| » Healthcare | |
| » Insurance | |

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