



## Private Equity Services

We have built deep relationships in the private equity community and with their respective portfolio companies to drive value for all stakeholders. Our experience working with mid-market companies to improve performance has been a valuable asset for our private equity clients. We understand each firm has a different approach when working with their portfolio companies and we structure our services to create a cohesive working team with the deal professionals and the management team of the portfolio company. Our services for the private equity industry are structured around the life cycle of investments from acquisition through exit.

### **Due Diligence Support**

We perform operational, IT, plant equipment, human capital, and digital asset due diligence. Depending on the size of the company, we can deploy our resources in a matter of days to perform site visits and return a comprehensive analysis supported by industry benchmarks, with specific actionable conclusions detailed in our report. This allows firms to mitigate their risks and identify actions necessary for a successful close. The resources we deploy are experienced professionals from industry and operations.

### **Transition/Integration**

Prior to and during the close of a transaction, we can create the transition strategy to integrate the acquisition into an existing portfolio company or carve it out from its parent. We work with the deal team and portfolio management to create a detailed work plan guiding the transition of processes, systems, data and accounting to the new company's platform and operating structure. Transition planning includes negotiation of service support agreements, communication planning and management of human capital. Our people provide the hands-on experience necessary to achieving a timely result. We are your "boots on the ground".

### **Portfolio Performance**

SAGIN's Portfolio Performance services also include complete assessments to diagnose performance problems and identify root causes. Our services include all of the operational aspects of working with portfolio company management and PE professionals to analyze performance and look for opportunities to improve those aspects which will drive value for the team. These may include reducing costs, revenue enhancement, cash flow improvement, inventory reduction, freeing capacity, asset utilization, equipment reliability, etc. We perform operational assessments and create a detailed work plan which either the management team or our professionals can help execute. When implementing our recommendations we identify the improvement targets upfront and track the results throughout the implementation.

### **Continuous Auditing**

We are the first to deploy continuous auditing for private and public companies as a form of outsourcing. Continuous auditing is similar to continuous monitoring. However, we have created a

proprietary process using our internal service center to monitor financial transactions on a real time basis and investigate irregular activity. Our approach is proactive in nature and strives to not only look to detect errors or misstatements but also deters fraudulent activity. The Association of Certified Fraud Examiners reported that

### **ALWAYS ON CALL AND ON DEMAND**

- ✓ **Reduce Your Risk in Due Diligence**
- ✓ **Source Leaders and Deals**
- ✓ **Manage & Support Your IT Operations**
- ✓ **Provide Interim Management**



organizations worldwide lose approximately 5% of their revenue to fraud. Our experience has shown that many portfolio companies are looking to expand globally to take advantage of emerging markets. However, rapid expansion into new markets and with new operations can leave a company open to significant risks. Our team monitors these transactions and can identify those trends before an unfortunate event occurs. Although being privately held, value is derived from greater assurance and accountability. This process also maintains compliance with bank covenants and can reduce compliance costs by 20-30%.

#### **Interim Management & Executive Search**

Management turnover is inevitable. Whether planned or not, finding the right resource takes time but the business must go on. We support our clients with experienced resources that can step into CEO, CFO, CIO, COO and technical operations positions, minimizing the disruption to the business. While filling this role we also understand the culture of the company and can assist with the search to transition a permanent candidate into the position.

#### **Packaging**

Packaging is a term we use to describe the process pre-sale or IPO. Here we look at a company from a due diligence perspective to identify any gaps in operations, controls or risks which might hurt the value of the company. Upon our review we work with the management team to close the gaps by implementing a variety of improvements. Frequently companies lack the internal control environments, policies and procedures or intellectual property documentation which typically set off red flags for a company going public or being sold.

#### **Internal PE Administration**

Often PE firms tend to neglect their own internal systems, processes and administration. We work with firms to build better internal processes, accounting, deal flow management, expense control, communications and IT management to better run their own internal operations. Private Equity is also no longer immune to increased regulatory reporting and compliance. Through improved reporting, CRM, financial systems and standardized

processes, we have helped firms improve their own operations.

#### **LEAN Private Equity - Outsourced Operations**

Outsourcing was often reserved for large organizations with high volume transactions and off-shoring tasks to take advantage of the labor arbitrage and economies of scale. This is no-longer true in the case of private equity. Operations need to run more efficient and often the day to day administration of an office, accounting and internal processes and compliance is not handled best by those who are focused on developing new opportunities and value for the firm. We offer our clients multiple options and levels of outsourcing operations from IT to accounting to full office services and hosted applications and systems.

To learn more about our Private Equity Services you can visit us at [www.saginllc.com](http://www.saginllc.com) or contact us at [info@saginllc.com](mailto:info@saginllc.com) or by calling +1.312.281.0290

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*SAGIN, LLC is a value driven management consulting firm. Comprised of experienced industry leaders, we serve our clients to achieve their goals. We bring a collaborative approach to our work and incorporate all stakeholders in the process identifying the value drivers to track and deliver results in the process. We are different.*



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