

ACQUISITIONS COME WITH AMBITIOUS GOALS. HOW DO YOU DELIVER?

DG Volo & Company sets you up for success with a clear path to value creation.

The moment after a company is acquired by a private equity sponsor, the interrogation begins: How will the company grow? Which markets will it target? What new products and services will it need to develop? What is the sales strategy? The questions are complicated, strategic and not easily answered.

DG Volo & Company exists to help private equity sponsors and their newly acquired portfolio companies work through these kinds of challenges. We bring the right skills to the table at the right time—smart commercial strategies and tactics that clear the way to rapid value. We don't dabble in operations, supply chain, finance or IT. We are seasoned, focused commercial strategists.

We bridge the gap between business-to-business products and services companies and their private equity sponsors. And we do our job really, really well.

**WELCOME TO A DIFFERENT KIND OF
ADVISORY FIRM.**

We're specialists in creating post-acquisition value — efficiently, with swift return on our fees.

Our unique approach sets us apart from traditional business advisors:



Measurable ROI:

We aim to get our clients a 10:1 ratio of annualized, recurring EBITDA impact, relative to our fees, with initial time-to-value return of 6-18 months.



We want clients to control their destiny:

We focus on transferring skills from our team to the portfolio company so that they can move the strategy forward independently.



We bridge the communications gaps:

Our experience on all sides of the transaction—client side, private equity side, and in-industry—means we speak the language of each party and can facilitate goal alignment and consensus building.



Collaboration:

We're not here to take the reigns. Our job is to work alongside the portfolio company's management team to understand their pain points, help them become better equipped to solve those challenges, and in turn create growth. Importantly, we listen and are empathetic to our client's realities.



Focused and deep expertise:

DGV consultants have long-standing expertise in the focused markets we serve.

WHAT WE DO

We serve as interpreters between the private equity sponsor and the portfolio company's management team.

We listen to challenges and concerns from all sides, and build consensus around objectives and expectations. We then draw on our deep industry expertise to develop practical roadmaps that achieve transformative growth objectives and deliver real value. Every engagement is different, but our work generally falls into one or more of the following service areas:

Commercial Due Diligence

Anyone can research a market or a company. Our associates possess rich experience in our focus industry verticals—giving us a unique ability to connect dots that others may miss. Market analysis, extensive field research and other “ears to the ground” intelligence yields insights into where the portfolio company makes money, why its customers make purchase decisions, and how value is migrating within and across core and adjacent markets.

Customer Prioritization

We do the heavy lifting here: Rigorous analysis of transaction-level customer and product sales data—what we call “de-averaged profitability” analysis—quantifies the attractiveness of various customer segments. The goal: Stop selling to people who don't want to buy. Focus on the highest value customers and markets.

Products & Services Portfolio Optimization

There's an art to identifying portfolio “white space.” It's not just about how well the product and service portfolio delivers against end-customer needs. There's also an economic value component to solve: What is the most expensive part of running that customer's business, and how can you address that? This is all right in our wheelhouse.

Sales & Marketing Effectiveness

“More” doesn't always mean “better.” We conduct rigorous ROI analysis of sales and marketing initiatives to quantify performance—and more wisely allocate financial and human resources in a way that supports the whole sales and marketing machine.

Strategic Exit Planning

This is on our radar well before the end of the investment hold period. We design programs and develop client capabilities with the exit in mind.

This is essential in creating an acquisition target that meets the “wish list” of potential buyers. During the exit planning process, we dig deep into a small set of high-potential acquirers to understand their investment criteria, so that the private equity sponsor can highlight the full, tailored value proposition to maximize their return.

Target Clients:

Private-equity owned portfolio companies with revenues of **\$50M-\$500M in the following B2B sectors:**

- Wholesale & Distribution
- Light Manufacturing
- Business Services

Industry Focus:

- Building Materials
- Industrial Products
- Construction Equipment
- Electrical & Electronics
- Paper & Packaging
- Healthcare
- Foodservice
- Chemicals
- Transportation
- Building Maintenance

The clock is ticking on value creation.

Let's talk about how we can plug in and help you deliver.

416.669.0790
info@dgvolo.com