

Preparing a company for sale

Increasing portfolio company valuation near exit

The situation

This specialty materials and specialty chemicals company wanted to increase multiples of a business unit. The company had already implemented a number of internal improvement initiatives, which had resulted in some savings. Maine Pointe was engaged to **deliver additional savings at an accelerated rate**.

Partly due to a previous bad experience with another consulting firm, some executives at the local level were hesitant about involving Maine Pointe. Executives felt that their procurement and operations were already working well and that there was no further value to be added. In addition, they were concerned that our involvement would cause them to lose control of who their vendors were.

Post engagement exit support

As the engagement was in its final stages, the private equity firm began the process of putting the company up for sale. Over the following five months, Maine Pointe assisted the company and their PE and financial partners in preparation for sale and a series of due diligences.

Maine Pointe worked closely with the investment bank to create the appropriate content and materials for the company's sales package. Maine Pointe had also been asked to participate in a series of discussions with potential buyers to discuss our methodology for identifying and achieving the cost savings opportunities for this client. Specifically, how our approach differed from management's, how it resulted in such significant savings potential and the modifications Maine Pointe implemented to help the company achieve these results.



The solution

- Maximized company valuation
- Validated the sustainability of savings delivered
- Facilitated the swift sale of the portfolio company

The results

In December 2016, a US-based private equity firm agreed to acquire the company's business division. The PE firm's investment in Maine Pointe delivered a **60:1 ROI** at exit in less than one year.

Want to rapidly increase multiples of a business unit?

Need help preparing a portfolio company for sale?

Talk it through with one of our executives.

Email info@maineptune.com to arrange a call

Maine Pointe is a global operational implementation firm that delivers compelling economic returns and value through accelerated performance improvements in both EBITDA and cash flow for senior executives and private equity firms.

As specialists in procurement, logistics and operations, we have the track record of breaking through functional silos across the buy-make-move-fulfill supply chain to deliver the greatest value to customers and investors at the lowest cost to business. What we call **Total Value Optimization (TVO)™**.

Maine Pointe's hands-on implementation experts work with executives and their teams to rapidly move up the maturity curve to achieve high performance and transform the supply chain into a competitive weapon.

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