



IntelliVen Manage to Lead Program for Private Equity Partners

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intelliVen

Intelligent Strategies.
Successful Ventures.

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Overview

- IntelliVen helps leaders, teams, and organizations to get clear, aligned, and on track to **optimize their path to maximum value**.
- Proven C-level Operating Partners apply the **IntelliVen proprietary approach** to assess and develop portfolio company operations and management to rapidly deliver premium results.
- Organizations that work with us:
 - **Perform and grow according to a plan.**
 - **Achieve step-ups** in scale, complexity, scope, and impact.
 - Create and **realize value through lucrative exits** and entries.
 - Are good at what they do but need **help, as they grow, with governance, operations, and management.**
- We work alongside deal teams and portfolio company management teams to achieve results **on target, on plan, and on budget**.

Case Example: Carlyle Group Compusearch Software Systems

- IntelliVen retained in due diligence to assess the management team and operations as well as to convince the team to select Carlyle.
- Stayed on as board chair to develop the CEO and team, set and guide strategy to enter new markets, products, and drive growth.
- Exited in five-years at 4X invested capital.
- Top team has stayed in place with superb results through holds by three other PE investors.
- Current valuation >\$750M.



REID JACKSON
CEO, UNISON

Play (4:29) video to hear Reid Jackson give testimony to the power and effectiveness of the IntelliVen approach and its impact on the success of .

Case Example: JMI Equity and The Carlyle Group Gemcom

- IntelliVen retained to help CEO and COO/CFO develop strategy to add services offering to packaged enterprise software in a tight world-wide market.
- Five-year plan implemented in three-years guided by IntelliVen Principal, Eric Palmer using IntelliVen tools, methods, and approach.
- Successful exit to strategic buyer at a 33% internal rate of return, and ahead of schedule.



Play (2:24) video to hear Eric Palmer give testimony to the power and effectiveness of the IntelliVen approach and its impact on the success of Gemcom.

IntelliVen program for Private Equity Partners

An IntelliVen Principal Operating Partner works alongside management and the deal team in three phases as follows:

- **Due Diligence: Operations and Management Team Assessment**

- Apply the [Manage to Lead System Framework](#) to assess quality of operations and management team via answers to submitted questions and observation/participation in sessions with management.
- Our fee is **\$200K paid at closing** (bundled with deal costs).
- If the deal does not go forward our fee is reduced to \$75K.

- **Launch (first three to six months):**

- Guide management team through [Manage to Lead Program](#).
- **Develop and launch three-year growth plan.**
- Identify **Value Creation Drivers**.
- Culminates in a board review led by the CEO and management team facilitated by IntelliVen.

I.e., what is going to happen to increase value (other than performance and growth according to a financial plan). These become guiding factors for monthly/quarterly monitoring as part of governance against stated objectives and goals for the long

- **Ongoing operations support (months 7- 36) at management's discretion we:**

- Continue on as **close adviser to CEO and management team** throughout the hold-period.
- **Attend board meetings** as an adviser.
- Provide **active, ongoing guidance and support** to the team.
- Help **find, attract, and develop talent** to fill gaps.
- Keep owners apprised of progress and problems but principally **supporting the management team**.
- Our fee for ongoing support is **.25% of value created** on exit, the opportunity to invest alongside PE, and the opportunity to be retained in part-time and project work at market rates by the management team.
- Term is **three years with automatic renewal** unless either party wants out.

Advantages of IntelliVen Approach

- It works. Our track record is off the charts.
- We work within the fast pace of deal diligence and closing.
- We are proven operators who know how to assess, win over, and develop leaders and teams for success on time, on target, and on plan.
- Our approach is particularly helpful on deals that involve founders, owner operators, and companies that have been VC-backed as well as those previously owned by PE firms where operating leverage can significantly improve operations.
- We focus on operations maturity and team dynamics; quite apart from psychometric and behavior profiles which are useful but not as correlated with success or as clear about what must be done to increase the odds of it.

For more information or to propose a prospective portfolio company for us to work with contact:

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