

Our Business Profile

Your Partners in
M&A ODD and Post
Deal Integration





WHO ARE WE

We are a boutique consulting firm specialized in supporting investment banks and private equity clients with our supply chain & operations advisory services.

- Driven by our dynamic and results-oriented top-tier consulting expertise, we pride ourselves on our ability to conduct thorough business and supply chain operations due diligence, ensuring that our clients make well-informed investment decisions.
- Our expertise extends to providing comprehensive support during the crucial post-deal integration phase, helping our clients realize maximum value from their investments.

WHAT VALUE DO WE BRING

With over two decades of experience in supply chain and operations consulting, we possess the knowledge and insights necessary to map your business value drivers for each deal. Our unique approach aligns these drivers with the operations value levers, ultimately delivering tangible financial benefits.

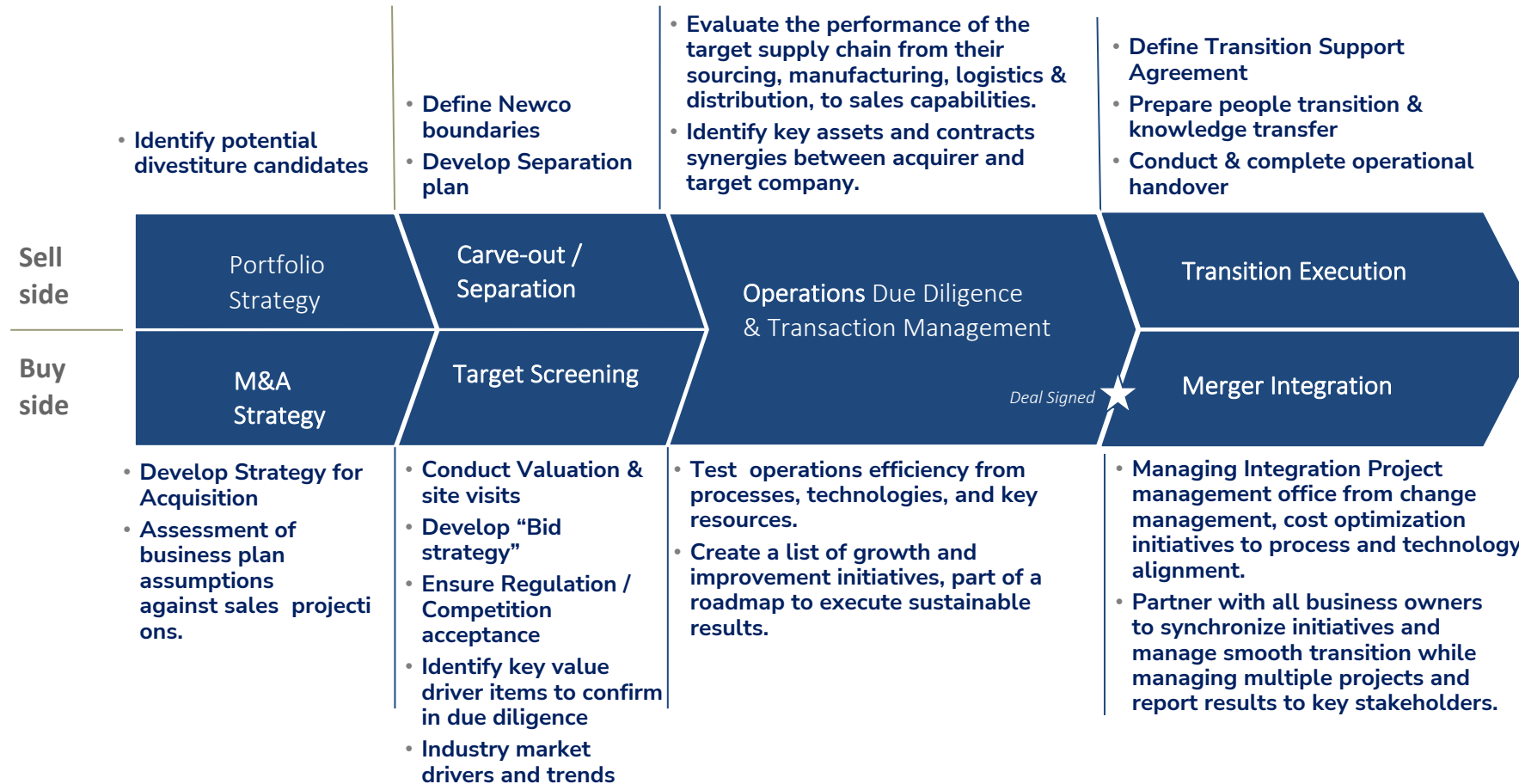
- In 4-6 weeks, we conduct an Operations Due Diligence (ODD) assessment to your deal by focusing on supply chain and operation capabilities of your target investments to assess their operations processes, governance, organization structure, systems and supplier networks
- We identify opportunities to expand revenue, reduce costs, improve cash flows, and minimize operational vulnerabilities.
- From the initial ODD assessment to Post-deal integration phase, we meticulously execute our implementation plans to ensure accelerate ROI in year one, a remarkable 10-30% reduction in working capital, and a remarkable 20-30% growth in EBITDA.
- As we manage multiple projects simultaneously, we prioritize seamless transitions and actively report our results to key stakeholders.

WHO WE SERVE

We currently serve a diverse range of clients, including Private Equity firms and organizations across various industries.

- Our supply chain expertise extends to clients in Consumer Product Goods & Retail, Chemicals, Pharma, and manufacturing sectors.
- Above all, we believe in building strong, collaborative relationships with our clients. We strive to foster a culture of trust, transparency, and open communication, ensuring that our clients feel supported throughout their investment journey. We are not just consultants; we are trusted partners, committed to the long-term success of our clients' businesses.

Our M&A expertise support clients on the buy/sell side during the Pre-deal Operations Due Diligence as well as Post Deal integration execution



- Over years we developed the right partners that brings synergies to our suite of services.
- MG O&S partners focus of expertise is on supporting our clients on Operations due diligence and Post close M&A integration
- We streamline our operations due diligence by providing an assessment report within 2-6 weeks process/site.
- Our M&A integration is focused on realizing synergies and operations value across the supply chain

Geography

U.S., Mexico, Canada, & EMEA

23 years of experience

ODD & PMI for Corporate, and Consulting firms

No. of M&A projects

14 in the last 10 years

Industry Portfolio

Pharma, CPG, O&G, Tech Startups, Chemicals

Client Profile

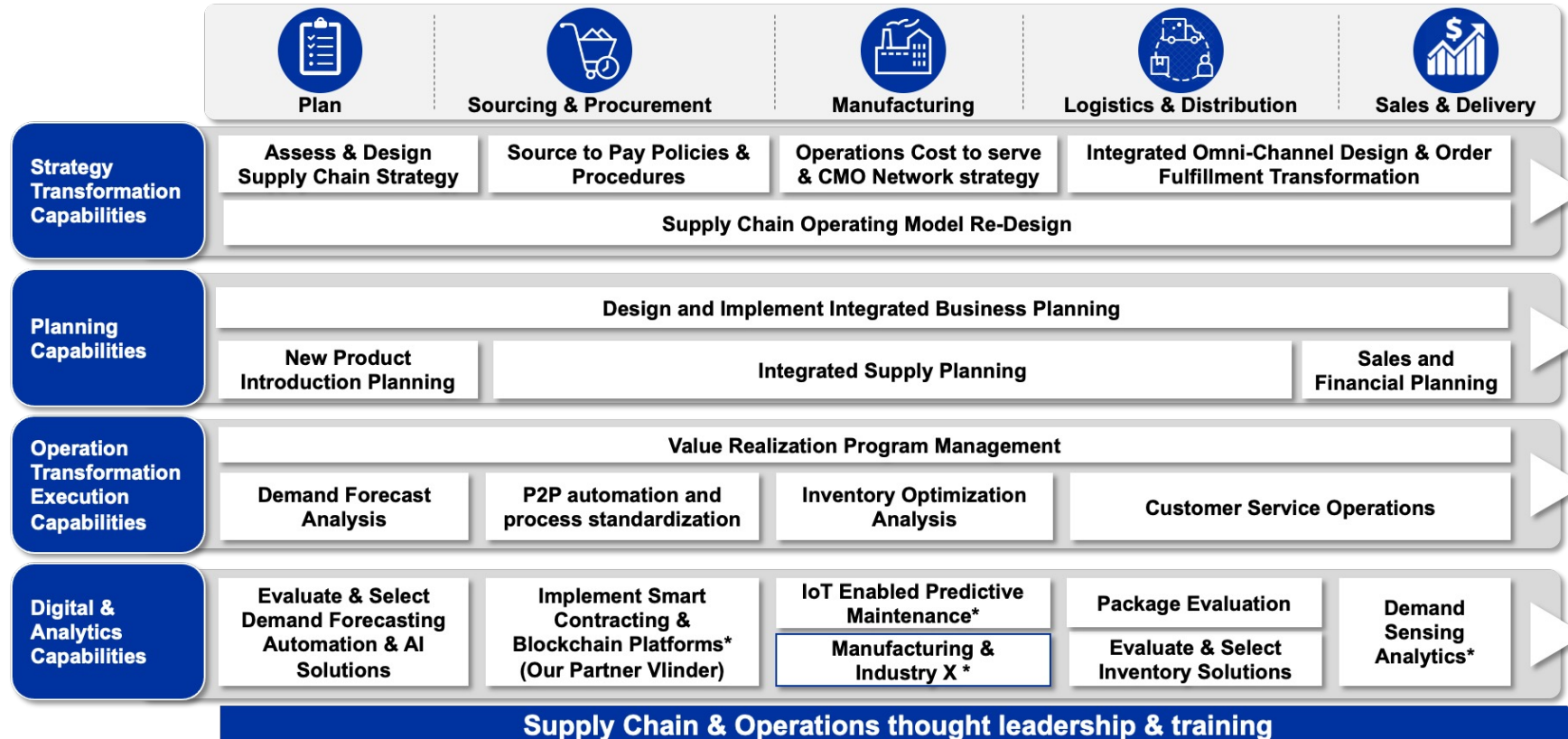
Operating Partners at Private Equity firms

Operations due diligence plays a crucial role in assessing the viability of a business that directly impact financial performance

ODD Value Drivers	ODD Potential Findings	Influenced Financial KPIs
Cost Structure and Efficiency	Identify inefficiencies in the cost structure in excessive overhead, redundant processes, or wasteful practices	Lowering operational cost impacting operating margins and profitability
Revenue Growth Opportunities	Identify underutilized assets, potential market segments, product/services improvements	Increase sales revenue
Working Capital Management	Identify effective management of inventory, AR, AP	Improve liquidity, reduce financial costs, better cash flow, case conversion cycle and liquidity ratios
Operations Resilience	Highlight vulnerabilities and risks that might disrupt operations	Reduce cost, mitigate financial risks associated with supply chain disruptions
Operational Scalability	Evaluate scalability of operations to handle increased demand or expansion	Revenue growth and profitability. ROI/ROE
Operational Controls and Risk Management	Assess robustness of internal controls and risk management practices	Prevent fraud, errors, operational mishaps, and financial losses
Asset Utilization & Productivity	Evaluate how business utilizes assets (facilities, equipment, and HR)	Higher output without proportional increase in cost impacting profitability
Operational Integration (in M&A)	Identify synergies and cost savings	EBITDA
Regulatory and Compliance Factors	Investigate non-compliance than lead to fines or legal expenses and reputational damage	Impact overall Financial performance
Customer Satisfaction and Loyalty	Uncover insights into improving customer experience/retention and increased loyalty	Customer lifetime value and revenue

Our Post deal Supply chain & Operations Capabilities

From ODD assessment to post-deal integration, our capabilities serve our clients' initiatives throughout their growth lifecycle to improve their top-line growth and realize bottom-line cost savings. Our approach & methodologies is a result of years of experience working with top-tier consulting firms

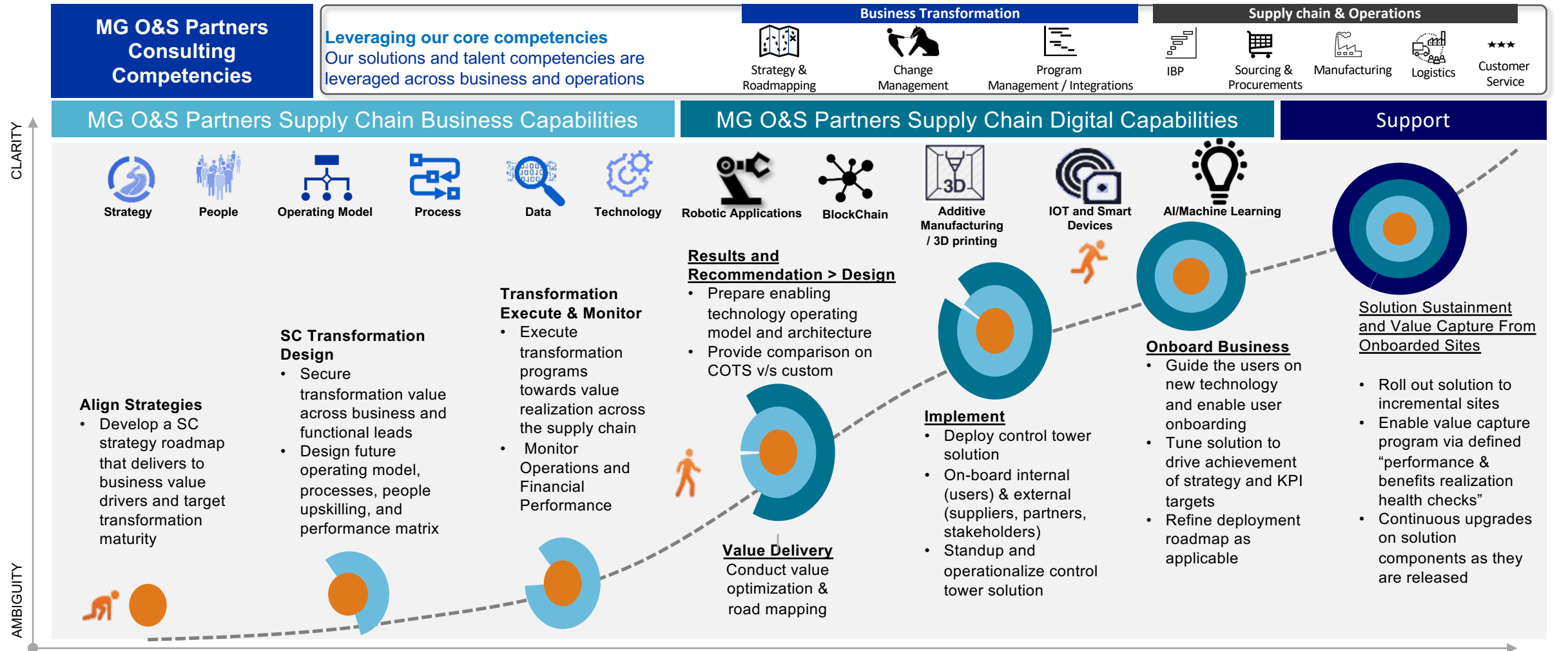


* Service provided by a digital and SI Partner

- Our post deal business case** details our ODD initiatives to ensure allocating the right investments and quantify ROIs expectations. We develop a realistic journey roadmap to implementation.
- Our design approach and implementation support** timeframe depends on the the scope of change and the level of effort required to support your implementation initiatives
- Our digital & analytics capabilities** provided by our trusted partners while MG O&S Partners manages the SoW to ensure accountability and ownership of results provided to our clients

Geography	23 years of experience	No. of projects	Industry Portfolio	Client Profile
U.S., Mexico, Canada, & EMEA	Working on supply chain projects with Fortune 500 & private equity	40+ in the last 10 years	Cement, A&D, Pharma, CPG, O&G, Chemical, Energy, DoD	GS-15, Corporate CSCO, COO

We support our clients post-deal throughout the journey from strategy to execution



Our expertise in supply chain M&A combined with our deep understanding of industry sectors enables superior delivery of end-to-end projects



OUR CLIENT PORTFOLIO

Our founder's experience is the base of our breadth of expertise across industries. We continue to develop more partners that brings true value to our portfolio of services

Consumer Product Goods, Retail & Airline



Chemicals & Utilities



Private Equity



Oil & Gas & Building Materials



Pharma and Healthcare



US DoD & Federal Governments



TESTIMONIALS

“Worked closely with Mohannad during our transformation journey and blueprint, great leadership, deep understanding for costumer needs, right balance between strategic and execution, great End to End thinking. Pleasure working with Mohannad..”

Sherif Riad, CSCO, Krispy Kreme

“Mohannad helped redefine processes & procedures to the company's benefit. Mohannad is a business-savvy professional with great analytical skills and the ability to drive home a major project within the scheduled timeline..

I highly recommend Mohannad for his work and expertise - he is a great communicator, a well-versed business consultant and a pleasure to work with; he is an asset to any organization. .”

Greg Hahn, Director Dow-Sadara

“Mohannad is a personable individual that gets on well with those around him. He is focused and dedicated to producing his very best at all times. During our business relationship (Strategy - Operations Supply Chain & Procurement) , he has shown that he is able to deal with uncertainty and dislocation while providing great insights and innovative solutions. I recommend him highly – he will not let you down!..”

Zakaria Dahkoun, SVP- Mondelez International

Our Key Partners

MG Operations & Strategy Partners works closely with our global network to provide joint solutions and hare talents to best serve our client mission

Technology & Blockchain Partner



M&A Advisory Partners



Sourcing & Procurement Advisory Partners



Top Tier MBB Talent & Resource Partners



TESTIMONIALS

"I have been interacting with Mohannad for the last few years and have known him to be a passionate, smart and diligent executive who is focused on bringing business value to his clients. At Cognizant, he created an outstanding supply chain consulting blueprint and playbook that is still used today by our broader consulting teams. He is also a fantastic thinker and a great client facing professional that is widely trusted by his peers and his clients. I highly recommend Mohannad, and I look forward to working with him in the future.."

Sean Heshmat ,GGM Data & AI Head, Cognizant

"Mohannad is a brilliant strategist with global expertise in supply chains, particularly in integrating IT applications. I've been impressed with his ability to quickly grasp the scope of a problem and create a project team to execute a robust solution.."

Joni Holeman, VP of Education at APICS & CoFounder of Supply Chain Mavens

"I worked with Mohannad in a Supply Chain project for a major Mexican multi-national company. Throughout our collaboration, Mohannad demonstrated to be a valuable executive, who has a deep knowledge of Supply Chain and excellent management skills. He is able to develop easily client relationships based on trust and knowledge. Mohannad has strict quality standards on his work, adding value on all his activities and deliverables.!"

Jorge Ampudia, Managing Director, Accenture

We look forward to scale up our advisory team every year as we grow our footprint with our clients to build a sustainable business. Our vision is to bring on board “the right people on the bus” that have the leadership attributes to drive forward our ambitions and business



Message from our founder

Welcome to MG Operations & Strategy Partners LLC, a business and operations advisory firm established in 2015, headquartered in the vibrant Washington DC metro area.

With over 23 years of experience as a strategy & operations advisory and a licensed industrial engineer, I had the privilege of serving esteemed clients across Fortune 500 companies and Private Equity firms while working with renowned advisory firms such as Booz Allen Hamilton, Accenture Strategy, and Ernst Young.

At MG Operations & Strategy Partners LLC, we pride ourselves on delivering value-added results to our clients. By bridging the gap between business strategy and the potential of supply chain and manufacturing operations, we empower organizations to achieve top-line growth and bottom-line savings.

Our approach revolves around leveraging industry-leading practices and applying a pragmatic leadership and program management framework to drive your priority initiatives.

Drawing on my extensive background in business management and supply chain & Operations engineering, we have successfully collaborated with Fortune 500 clients across diverse industry verticals, including Defense, Consumer Product Goods, Retail, Oil & Gas, Pharma, and Chemicals.

We are committed to bringing supply chain and business strategy leading practices to the forefront, and when necessary, we collaborate with a network of trusted top-tier consultants to assemble the right cross-functional team tailored to your specific project needs and investment budget requirements.

At MG Operations & Strategy Partners LLC, our focus is centered around your success. We prioritize your loyalty and work tirelessly to propel your business towards greater achievements. As the CEO and Founder, I am dedicated to provide exceptional service and delivering impactful solutions that drive lasting results.

Thank you for considering MG Operations & Strategy Partners LLC as your trusted advisor. We look forward to the opportunity to serve you.

Sincerely,

Mohannad H. Gomaa

CEO & Founder MG Operations & Strategy Partners, LLC





Our Contacts



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