## Our Business Profile

Your Partners in M&A ODD and Post Deal Integration







## WHO ARE

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 Advisory Capabilities**



#### 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

	<ul> <li>Identify potential divestiture candidates</li> </ul>	<ul><li>Define Newco boundaries</li><li>Develop Separation plan</li></ul>	<ul> <li>Evaluate the performance of the target supply chain from their sourcing, manufacturing, logistics &amp; distribution, to sales capabilities.</li> <li>Identify key assets and contracts synergies between acquirer and target company.</li> </ul>	<ul> <li>Define Transition Support         Agreement</li> <li>Prepare people transition &amp;         knowledge transfer</li> <li>Conduct &amp; complete operational         handover</li> </ul>	•	Over years we developed the right partners that brings synergies to our suite of services.
Sell side	Portfolio Strategy	Carve-out / Separation	Operations Due Diligence & Transaction Management	Transition Execution	•	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.
Buy side	M&A Strategy	Target Screening	Deal Signed	Merger Integration	•	
	<ul> <li>Develop Strategy for Acquisition</li> <li>Assessment of business plan assumptions against sales projecti ons.</li> </ul>	<ul> <li>Conduct Valuation &amp; site visits</li> <li>Develop "Bid strategy"</li> <li>Ensure Regulation / Competition acceptance</li> </ul>	<ul> <li>Test operations efficiency from processes, technologies, and key resources.</li> <li>Create a list of growth and improvement initiatives, part of a roadmap to execute sustainable results.</li> </ul>	<ul> <li>Managing Integration Project management office from change management, cost optimization initiatives to process and technology alignment.</li> <li>Partner with all business owners to synchronize initiatives and</li> </ul>	•	
		<ul> <li>Identify key value driver items to confirm in due diligence</li> <li>Industry market drivers and trends</li> </ul>		manage smooth transition while managing multiple projects and report results to key stakeholders.		

#### 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



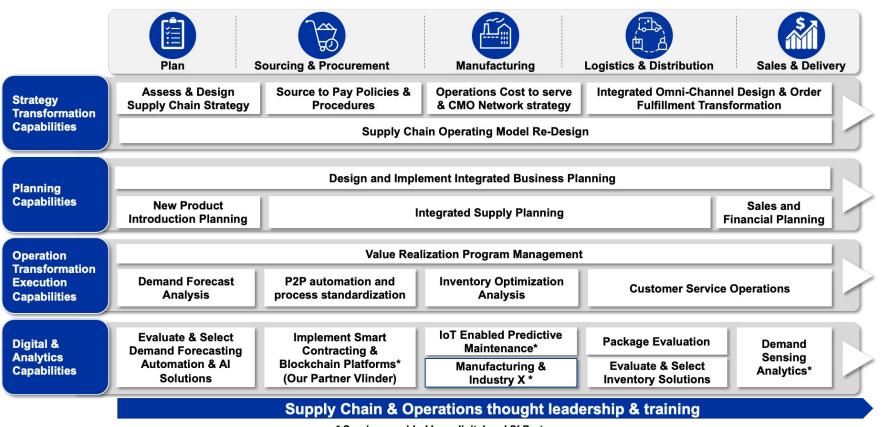
ODD Value Drivers	ODD Potential Findings	Influenced Financial KPIs
Cost Structure and Efficiency	Identify inefficiencies in the cost structure in excessive overhead, redundant processes, or wasteful practices	Lowering operational cost impacting operating margins and profitability
Revenue Growth Opportunities	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



- 1. 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.
- 2. 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
- 3. 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

\* Service provided by a digital and SI Partner

Geography

U.S., Mexico. Canada, & EMEA 23 years of experience

Working on supply chain projects with Fortune 500 & private equity No. of projects

40+ in the last 10 years

Industry Portfolio

Cement, A&D. Pharma, CPG. O&G. Chemical, Energy, DoD Client Profile

GS-15, Corporate CSCO, COO



CLARITY

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



MG O&S Partners Consulting **Competencies** 

Leveraging our core competencies Our solutions and talent competencies are leveraged across business and operations

Strategy & Roadmapping **Business Transformation** Management

₹\_ Program Management / Integrations

篇 Sourcing &

**Procurements** 

Manufacturing

Supply chain & Operations

Logistics

Support

\*\*\* Customer Service

#### MG O&S Partners Supply Chain Business Capabilities















Results and

· Prepare enabling



Recommendation > Design

technology operating

· Provide comparison on

COTS v/s custom

model and architecture



Additive Manufacturing / 3D printing

MG O&S Partners Supply Chain Digital Capabilities



Al/Machine Learning





#### **Alian Strategies**

 Develop a SC strategy roadmap that delivers to business value drivers and target transformation maturity

#### **SC Transformation** Design

- Secure transformation value across business and functional leads
- Design future operating model. processes, people upskilling, and performance matrix

#### **Transformation Execute & Monitor**

- Execute transformation programs towards value realization across the supply chain
- Monitor Operations and Financial Performance

#### Implement · Deploy control tower

 On-board internal (users) & external (suppliers, partners, stakeholders)

solution

Standup and operationalize control tower solution

#### · Guide the users on new technology and enable user onboarding

**Onboard Business** 

- · Tune solution to drive achievement of strategy and KPI targets
- Refine deployment roadmap as applicable

#### Roll out solution to incremental sites

- · Enable value capture program via defined "performance & benefits realization health checks"
- Continuous upgrades on solution components as they are released







road mapping



**AMBIGUITY** 





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

We have significant experience in **Supply Chain for a host of companies** together with a deep understanding of industry's value drivers & constraints, enabling a well thought, tailored supply chain strategy

We draw on validated assets & tools (e.g. Digital supply chain solutions, Supply Chain Performance tools) that help speed up projects pace and improve the quality of results for our clients

Our team of dedicated partners with strong flexibility, enthusiasm and project commitment, and top-tier M&A consulting and industry experience

Functional and Industry Assets

Our experie leading surrelationship

Why MG O&S
Partners?

Global & Regional Experience

Right

People

**End-to-End** 

Responsibility

Our experience is **across industry sectors collaborating with leading supply chain teams**, developing strong and long-lasting relationships and delivering proven results

With our growing network of institutional and individual partners, we are valuable partner across for clients across North America, EU, and Latin America successfully delivering projects spanning supply chain, across management consulting and digital technology

Our end-to-end expertise and capabilities needed to deliver projects, enable us to support our clients from supply chain strategy development through to execution preparation, actual implementation and monitoring results



#### **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









**Private Equity** 







#### Chemicals & Utilities























#### Oil & Gas & Building Materials



First Solar







#### 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 vou 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**



A member of the SGS Group

#### **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 & Al 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



### **Our Core Values**



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



#### Leadership

 Leadership for us is about modesty and deep knowledge to present our clients and be worthy of our client's trust and partnership.

# Operations & Strategy Partners

#### Ownership & Accountability

 We will always be the best representation of our profession that fosters ownership towards our client's goals and accountability in what we deliver

### **Partnership**

We are committed to our clients and fellow advisors to work closely together as one team in sharing their success and growth

#### Trust

 Be our client's trusted advisor and hold their interest as our priority while maintaining the confidentiality of our business services.



 Deliver successfully value-add work that will be the cornerstone of our partnership with our clients.



#### Professionalism

• Treat our clients and colleagues with high respect and integrity and maintain our advisory professional standards.



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









