

Whitehall Group, L.L.C.

As you evaluate and expand your portfolio of companies into 2020, we would expect operational due diligence, maximizing your bottom line and increasing company value are several challenges you face daily. Whitehall can assist you in reducing risk, driving change and improving operational performance.

WORKING WITH PRIVATE EQUITY

The Whitehall Group has been assisting private equity groups, investment banks, attorneys, CPA's and banks for nearly 30 years in providing a comprehensive set of services including operational and financial due-diligence, operational and financial improvement, organizational transformation & interim management.

In recent years we have driven several successes in partnership with private equity firms that garnered us a 2016 ML100 Award for Visionary Leadership and our 2012 ML100 award for Turnaround of the Year.



OUR APPROACH



- Whitehall Group approaches every opportunity within an "Enterprise Operations Excellence" analytical framework. Enhanced with Six Sigma concepts and techniques.
- We extend lean principles beyond the shop floor to support functions ('lean office'), up (to customers) and down (to suppliers) value chain.
- Everything we do is directed towards rapid improvement in operational performance that drive the financials of the business
- The best way to improve is to evaluate the entire enterprise.

AN INTEGRATED BLEND OF OUR SERVICE

Whitehall will tailor a solution to support your particular project objectives. Our buyer and seller advisory services reduce the risks inherent in any acquisition or divestiture deal by providing expert analysis, planning, and coordination and due diligence.

As an independent and unbiased advisor, we give you an informed opinion of the strategic fit and value creation of the prospective acquisition or divestiture. In addition, we can provide Interim Corporate Management services when needed.

- OPERATIONAL DUE DILIGENCE
- OPERATIONAL / FINANCE IMPROVEMENT
- ORGANIZATIONAL TRANSFORMATION
- INTERIM CORPORATE MANAGEMENT

WHITEHALL GROUP, L.L.C.

HOW WHITEHALL CAN HELP

OPERATIONAL DUE DILIGENCE – Our operational capabilities are second to none. By focusing on enterprise-wide performance, our clients recognize that the combination of Whitehall skill sets can help make the due-diligence process much more than simply a financial exercise. We identify potential operational risks and opportunities and develop strategies and solutions which result in an immediate impact on your business' bottom line performance.

OPERATIONAL / FINANCIAL IMPROVEMENT – If you have a new acquisition or a portfolio company that is not performing to your expectations, the Whitehall team can quickly identify and implement the necessary actions which will enhance and accelerate initiatives which drive profitability.

ORGANIZATIONAL TRANSFORMATION – Our organizational transformation capabilities are designed to move an organization from its' current state to a highly productive metric based team. Our approach is designed on the premise that any organization can perform at a higher level.

INTERIM CORPORATE MANAGEMENT – Whitehall management services are available to client companies as a "turnkey" management team, or as an additional management resource. We assist client companies in building "additional value" in the corporation, to manage unique projects that do not fit normal modes of business, and to take advantage of special opportunities.

RECENT PRIVATE EQUITY ENGAGEMENTS

INSTITUTIONAL/RETAIL FOOD MFG. – Assisted Private Equity Owners in operational improvements to reduce costs and improve profits in preparation for a sale to maximize return on investment.

WASTE MANAGEMENT FIRM – Helped Private Equity Ownership and the company to review a number of potential acquisitions and provided merger integration analysis and implementation once the acquisitions were finalized.

BEVERAGE BOTTLE MANUFACTURER – Whitehall served as VP of Operations and other key management roles to assist Private Equity owners in restructuring and returning company to profitability. The company was then sold to a strategic buyer/competitor eliminating debt and generating a return on their investment.

AUTOMOTIVE MANUFACTURER – Hired by Private Equity firm to close the business in serious decline and suffering significant financial drain. Whitehall, as CEO/President and management team, led the growth from \$8mm to \$45mm in 4 years. The company was returned to profitability, product lines were sold to different competitors and most of the original Private Equity investment was returned.

CNC FABRICATING COMPANY – This Private Equity owned company was heading for a bankruptcy which would have caused serious negative issues with customers and for ownership within the portfolio. Whitehall developed and managed an orderly liquidation plan over a 6 month period that satisfied customer requirements, coordinated business transfers, eliminated bank debt and avoided negative impacts.

CONTACT US

The bottom line is we are first and foremost operationally oriented. We drive change and deliver value while focusing our efforts on root cause and permanent corrective action. We work to improve the entire business. We would like the opportunity to discuss with you our capabilities and experience supporting firms such as yours. In addition, we would like to share our interest in participating in the acquisition process.

For more information please visit our website: www.whitehallgroupllc.com
or you can contact Joe Bione directly at: [\(248\) 227-3436](tel:2482273436) or bione@whitehallgroupllc.com

801 W. Big Beaver Road, Suite 400, Troy, MI 48084