

Private Equity Levers

[Accenture](#)

New value creation approaches
New capacity to scale growth
Technology-driven operations
Fund and portfolio leadership

[BCG](#)

Deleveraging
Multiple Expansion
Operational Improvements

[Business Talent Group](#)

Talent Optimization
M&A and Inorganic Growth
Margin Improvement
Technology Implementatin
Digitization and Automation
Market and Channel Expansion

[Deloitte](#)

Organizational Design
Optimization and Automation
Demand Management
External Spend Management
Digital Customer Engagement
Data-backed Market Insights

[Ken Kanara](#)

M&A
Salesforce Effectiveness
Overhead Cost Reduction
Sourcing Initiatives
CapEx Optimization
Fixed Asset Optimization
Geographic Expansion
Pricing Strategy / Optimization
Logistics
Delaying

[EY](#)

Talent
Digital and Automation
Outsourcing

[Hans Van Eck-Casteels](#)

Reduce Procurement Cost
Technology Outsourcing
Pricing Optimization
Organizational Alignment

Venture Capital Platforms

[Aaron Bailey](#)

Community Management
Tech Stack Advice
Recruitment
Networking
Marketing & People Practices

[Bain Capital Ventures](#)

Hiring & Talent Management
Finding The Right Customers
Marketing & PR

[Cory Bolotsky](#)

Scouts and Venture Partners
Content
Fellowships and XIRs
Incubators and Office Space
Events and Workshops
Online Forums and Platforms
Expert Networks
Corporate Relations
Talent
Expertise as a Service

[Dale Chang](#)

Community building
Fund Operations
Business Development

[David Teten](#)

Introduce Service Provides
Library of Best Practices
Partners and Outside Talent
Industry Events

[Get Proven](#)

Conferences
Expert Advisor Networks
Platform Tools
Resource and Vendor Lists
Talent Development
Branding and Content
Business Development
Events
Operations
Community and Network
Content and Communication

Corporate VC Programs

[C Wais, T Bigagli, J Schimpf](#)

Industry-Specific Expertise
Partnerships
Resources and Mentorship
Introduction to Client Base

[FasterCapital](#)

Funding
Guidance
Resources and Networks
Industry Competitive Edge
Customers and Partners
Reduce Investment Risks

[Halle Tecco](#)

Expansion Capital
Partnerships
Potential Customers
Acquisition Introductions
Industry Insights
Market Credibility
Corporate Resources

[Lodestone Advisory Group](#)

Parent Company Assets
Increase Credibility
Built-in Exit Opportunity

[Matt Carbonara](#)

Built-In Distribution Networks
Investors As Customers
Corporate Symbiosis

[Tim Vipond](#)

Industry Expertise
Prestigious Name Brand
Stable Financial Standing
Network of Connections
Developed Product Ecosystem

[Tom Chambers](#)

Nurturing Innovation
Accelerating Growth
Strategic Synergy
Market Insight
Talent Magnet
Risk Mitigation
Competitive Edge
Entrepreneurial Ecosystems

[Corporate Patterns \(BCG\)](#)

Underlying Factors

Portfolio Health
Growth Exposure
Risk Profile
Valuation Dynamics

Value Patterns

Healthy High Growth
Discovery
High-Value Brand
Asset-Light Services
Asset-Heavy Discovery
Average (diversified)
Hard Assets
Utility-like
Deep Value
Distressed

ProAltIR™ System

Leadership, Strategy, and Execution

Executive Board Director
Market Research, Economic Analysis and Brand Positioning
Industry Value Chain Mapping™ and Target Selection
Target Databases, Editorial Content, and Marketing Materials
Outreach Campaigns and Relationship Development

Investor Relations

Industry Value Chains
Private Capital Markets
Equity Capital Markets

Integrated Interactive Communication

Telephonic Marketing
Email Marketing
Social Media Marketing
Internet Marketing

Corporate Development

Distribution Alliances Revenue
Product/Service Partnership Gross Margins
M&A

Private Placements

Financial and Strategic Targets

Ticker Symbol Acquisition through Self-listings

Equity Capital Market

Liquidity
Valuation Growth
Financings

Competing Liquidity Options

Industry Value Chain M&A
Private Equity Buyout
Equity Capital Market Secondaries

Value Creation Model and Valuation Multiple Components

Expansion Capital (through liquidity event)
Inorganic Revenues
Expanding Gross Margins
Risk Mitigation and Improved Competitiveness
Increased Returns on Capital Investments
Competing Liquidity Options
Growth Expectations and Valuation Multiples
Leadership and Corporate Governance
Public Listing Ticker Symbol
Campaign Strategy, Metrics, Analytics, and Adjustments

Private Equity Levers

[KMPG](#)

Buy and Build
People and Talent Investment
Tech Investment
Digital Transformation

[McKinsey & Company](#)

Operational Improvement
Technology Innovation
Financial Leverage
Multiple Expansion

CEO Alpha

Talent management
Dashboards
Strategic planning

[Neuberger Berman](#)

Investment Selection
Management Incentivization
Resources and Capital
Operational Improvement
Strategic M&A
Free Cash Flow/Debt Paydown
Multiple Expansion

[PWC](#)

Grow Revenue
Reduce Cost
Reduce Working Capital
Improve Fixed Capital

[Roland Berger](#)

Increasing Valuation Multiple
Growth opportunities
Profitability
Deleverage

[US Private Equity Council](#)

Operational Improvement
Growth Initiatives
Cost Optimization
Capital Allocation

[B Walsh, J Morris, P Pan, L Pais](#)

Cash management
Cost management
Talent management
Data and technology AI
ESG

Venture Capital Platforms

[Golden Section](#)

Finding Talent
Business Development
Operations
Community and Network
Events
Founder Strategic Assistance
Founder Pool
Founder Strategic Travel
Partner Network
Workforce Planning
Best Practices
Benchmarking analysis

[Heather Hartnett](#)

Recruiting
Business Development
Events
Vertical advisors
PR Marketing Channels
Executive-in-residence
Knowledge Sharing
Leadership Development

[Heather Hartnett, update](#)

Fundraising
Community management
Partnerships
One-on-one strategic work
Network growth
Recruiting
Communications and PR
Marketing

[Lerer Hippeau](#)

Business Development
Talent
Events
Operations
Community and Network
Content and Communication

[Mark Suster](#)

PR Announcements
Recruiting
Acquiring Expertise
Business Development
Strategy and Mentorship

Corporate VC Programs

[Wayra](#)

Industry Knowledge
Potential Clients
Research and Development
Market Access and Talent
Investment
Scaling
Community
Communication & Collaboration
Finance
HR & Team Management
Marketing
Legal
Automation

[Will Keyser](#)

Networking with CVC's Community
Management Skills and Advice
Domain Expertise
Big Company Procurement Strength
Access to Stimulating Advice
Market Validation
Built-in Distribution System
Investor as Customer
Easy Exit Option

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