



# Private Equity Portfolio Engagement

Now, more than ever, Private Equity Funds (PE) and their Portfolio Companies must rely on technology enablement to achieve the growth, scale, and efficiency required for a successful investment lifecycle.

Driving business outcomes and protecting Limited Partners' (LP) investments can be daunting while embracing digital innovation. The wide-range of compliance requirements across the many industries that PEs invest in and the ever-changing cyberthreat landscape are enormous obstacles to overcome. The fear of cyberattacks and stringent regulations has also pushed security to the forefront among private equity firm executives and board members.

To solve these challenges, Thrive has leveraged the best practices established in our 20-year history working with hundreds of PE firms and PE-backed companies. We are proud to offer our Private Equity Consulting Services at every stage of the investment lifecycle, so that our experts can address technology advancements and risk mitigation, enabling our PE partners to focus on growing businesses and creating enterprise value.

## Thrive's Private Equity Portfolio Engagement Models



## The Thrive Advantage

At Thrive, we are technology experts with decades of experience managing IT operations and cybersecurity for the financial services industry. We specialize in helping businesses grow efficiently, protecting enterprise value while securing the internet infrastructure, applications, and Cloud platforms that power your business.

### Thrive's Portfolio Penetration Competitive Advantage

- Deep experience with mid-market, private equity-backed companies; supporting acquisition integration and complex carve-outs.
- Mature service delivery processes based on the ITIL standard.
- SOC 2 Certification demonstrating a commitment to security and controls.
- Ability to promote IT service automation and digital transformation for increased efficiency and lower operating expenses.
- Seasoned leadership team with a combined experience of 120 years.



# Private Equity Portfolio Engagement



## Pre-Close IT Diligence

- Thrive works on behalf of our private equity customers to quickly and efficiently provide IT operational diligence into target investments while under LOI.
- Within days, Thrive works with its PE partners to understand potential areas of risk within their technology stack, major areas of technology investment required based on the deal thesis, and any key technology compliance measures that will need to be taken.
- For add-on investments, Thrive will review the IT infrastructure and operations of the target company and guide on technical efforts to achieve alignment and integration.



## Cybersecurity and Cyber Risk Planning

- Complete review current cybersecurity policy, tools, processes, and staffing.
- Comprehensive recommendations to improve security posture and reduce threat vectors.
- Vulnerability testing and scanning.
- Creation and/or validation of security and compliance policies and procedures.
- Offers a portfolio-wide cybersecurity baseline and framework with a closed-loop reporting and scoring system to offer peace-of-mind to PE Sponsors and LPs.



## Ongoing Portfolio Enablement (Managed Services)

- Provides ongoing guidance to the portfolio company via professional services, such as vCIO or vCISO.
- Offers a Next-Generation Managed Services platform that promotes automation and digital transformation and results in more efficient use of IT spend, faster scale, and stronger EBITDA growth.
- Cloud Computing (Public, Private, SaaS).
- Advanced Security Services with 24x7 eyes on glass monitoring of threats.



## Post-Close IT Operations Baseline & Roadmap

Once the business has been acquired, Thrive will perform a more in-depth technical analysis and create a technology roadmap which will include:

- Industry-specific standards and best practices.
- Scalability of the infrastructure to provide transformation guidance based on the deal thesis to achieve scale and ease of add-on investments.
- Risk mitigation to ensure Limited Partners' (LP) investments are protected through diligent examination of cybersecurity, data protection, and compliance.
- Creating more efficient IT operations to promote long-term EBITDA goals.



## Integration Services & Carve-Outs

- The technical execution of the recommendations made during initial diligence and post-Cloud roadmap exercises.
- Thrive's experienced consultants work jointly with Port Co. leadership, PE sponsor deal teams, and operations support groups. Integration efforts often include:
  - Consolidation of data center and Cloud platforms for cost and management efficiency as well as scalability.
  - The architecture of networks (LAN and WAN) to reduce costs, promote greater performance, and a more Cloud-ready platform.
  - Implementation or improvement of business continuity, disaster recovery, and cybersecurity platforms tied to critical business processes that protect enterprise value.



## Exit Preparedness

Working within portfolio companies to ensure a clean scorecard when marketed. This should be attractive to a buyer and demonstrates the business:

- Is well positioned for growth/scale.
- Can demonstrate best practices regarding risk mitigation, especially concerning IT security and compliance.
- Requires minimal investment in technology as a part of the condition of close.
- Holds a competitive advantage through technology enablement.

## Take the Next Step

To learn more about how Thrive can help your business, please visit [thrivenextgen.com](http://thrivenextgen.com)