

REVENUE ACCELERATION IN PRIVATE EQUITY



SBR partner with Private Equity firms throughout the deal lifecycle from investment, to ongoing operation of the portfolio company through to sale / exit.

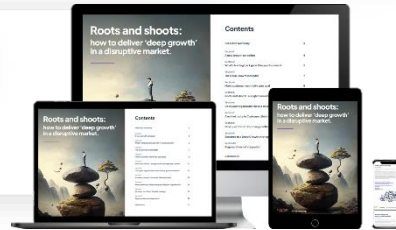


HARSHA RAMANAN
Operating Partner

“ I engaged the SBR team on multiple occasions in **sales due diligence exercises** where we required an **expert view on the risks and potential upsides** within the sales functions of potential investments. The team were **responsive, flexible and provided expert insight** that added an additional and valuable perspective that ensured the **investment committee were able to make the best possible decisions** and that the **VALUE CREATION PLAN** was targeted into key areas.”

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‘Roots And Shoots’ How To Deliver ‘Deep Growth’ In A Disruptive Market



Sales Effectiveness Due Diligence

- ✓ Sales due diligence, benchmarking sales capabilities and maturity.
- ✓ Analysis and identification of strengths and potential risks.
- ✓ Blueprint & recommendations to achieve sales and portfolio growth.

Sales Transformation, Enablement & Sales Force Effectiveness

- ✓ Co-creation, execution and embedding of sales strategy, process, people and technology.
- ✓ Build and roll out of a scalable and repeatable sales function.
- ✓ Development of sales human capital.
- ✓ Systematic assessment, alignment & integration of acquired companies' sales function.



Deal Origination



Due Diligence



Performance Improvements



Acquisition



Valuation & Exit

WHO WE WORK WITH

