

# Dramatically Improve the Value of a Business

Average operating profit improvement of 220%

## Growth Strategy Partners LLC

transforms underperforming privately held companies into sustainable and highly profitable ones. We are a management consulting firm that accelerates the revenue, profit, and enterprise value of privately held companies, and prepares them for a successful sale.

- Our **Results** demonstrate what we can do:
  - 220% average operating profit improvement
  - 7.4 times average return on professional fees

- Our **People** are previously experienced Presidents, CEOs and Sr Execs who know how to make organizational and EBITDA changes which stick

- Our **Approach** has been able to make transformational change in companies with EBITDA between \$1M and \$10M in many manufacturing, distribution, engineering/construction and business service industry companies

### Select Industry Experience and Results

INDUSTRY	Co. Size \$M	Op Profit %↑	Sales \$↑	ROPF*
Meat Processing	\$60	500%	23%	5.5
Architectural wood	\$12	200%	6%	7.4
Ammunition Mfg.	\$7	83%	(5)**	7.6
Pressure Tape Mfg.	\$30	50%	21%	4.5
Seafood Processing	\$70	380%	(7)**	15.8
Logistics Services	\$6	2,333%	57%	3.4

\*ROPF = Return on Professional Fees. The multiple of increased operating profits generated to consulting fees paid.  
 \*\*Planned sales reduction to focus on more profitable customers.

## The Growth Strategy Partners Difference

CRITERIA	MID-MARKET CONSULTING FIRM	GROWTH STRATEGY PARTNERS
Project focus	Short-term impact	EBITDA growth and sustainable transformation
Project objectives	Project deliverables	Reach top 25% in profitability. Strong Leadership Team & org. excellence
Length of project	Three to six months	One to three years
Project organization	One to three consultants Reviews with President	One consultant Client Steering Committee Multiple client issue-based teams
Consultant experience	Senior functional work	Experienced change agent/CEO with proven results
Pace of project	Defined in project agreement	Determined by company's ability to change
Result	Tactical changes	TOTAL BUSINESS TRANSFORMATION

## Core Services

- Strategic/growth planning
- Organizational development
- Sales strategy
- Employee engagement
- Leadership development
- Cost/financial management
- Value proposition development
- Succession planning
- Product rationalization
- Customer/market focus
- Operational improvements
- Exit planning

**GROWTH STRATEGY PARTNERS**  
*our business is growing yours*

## Core Team



### **Christopher DiCenso, Managing Partner**

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Chris has 20 years of experience transforming companies. Chris developed the research based 7 Keys to Growth and works with companies in many industries but focuses on food manufacturing and outdoor sports. Chris built consulting practices for Grant Thornton, PricewaterhouseCoopers and Inc. Magazine. He has an MBA from Northeastern University's High-Tech MBA Program and a Bachelor of Science in Mechanical Engineering from Worcester Polytechnic Institute.



### **Gary Polsen, Managing Director**

908.230.2625 • [GPolsen@GrowthStrategyPartners.com](mailto:GPolsen@GrowthStrategyPartners.com)

Gary has 30 years of experience transforming companies, which includes 20 years as a senior operating executive and 10 years as a management consultant. Gary was the CEO of a \$400 million industrial distributor and senior leader of other businesses ranging in size from start-up to \$700 million. Gary was a consultant with McKinsey and Company and has an MBA from Harvard Business School and a Bachelor of Science in Mechanical Engineering from Clarkson University.

## Let's Help Each Other

- We can introduce you to clients and prospects who are ready to sell
- We can help your prospects who are not ready to sell
- Jointly market to prospects and provide them options on growing and/or selling

**Transform the enterprise value of your clients and prospects. Call Growth Strategy Partners today at 781.837.3276.**

[GrowthStrategyPartners.com](http://GrowthStrategyPartners.com)

## About Growth Strategy Partners LLC

Growth Strategy Partners LLC is a management consulting firm which accelerates the transformation of privately held businesses into higher sales, profits and enterprise value. The firm has 4 consultants and serves companies across the United States and Internationally. Our consultants are previous business owners, Presidents and CEOs with significant experience transforming organizations.

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