



# BECKWAY

Operating Company for Private Equity

## TRANSFORMATION

Beckway's Transformation practice gives sponsors and executives the ability to improve the financial performance of their company in short order, while simultaneously positioning it to win in its market in the mid to long-term.

We focus on companies that are healthy but underperforming their peers or have shown signs of distress.

Our transformations have delivered \$7.1B in CFO-certified Enterprise Value to date.

## CONTACT US



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### WHAT WE DO

We define and implement an integrated set of strategic, financial, and operational improvement initiatives across the enterprise. We sustain these initiatives by creating a shared mission, developing a set of supporting processes and metrics, and embedding a passion for continuous improvement.

### METHODOLOGY

We embed ourselves with the current management team and provide them with the expert guidance, tools, and experience to accelerate current performance, identify and mitigate risks, and build a culture that will continue to drive success going forward.

### THE JOURNEY

We begin with a rapid, clear-eyed evaluation of the company's current situation. From here, we design an overall solution and immediately launch Quick Win initiatives that improve performance, gain organizational buy-in, and help fund future investments. We then shift to driving larger improvement initiatives across the enterprise and follow these with supporting processes and systems that track, validate, and sustain the benefits.

### TYPES OF TRANSFORMATIONS WE DO

Our experienced Transformation Operators work across all industries to drive rapid value creation. Here are some recent examples:

#### COMPANY

\$2B revenue  
CPG company  
underperforming  
for years

On demand tech-enabled services and distribution company growing nationally

#### BECKWAY CONTRIBUTIONS

Increased operating efficiency; designed end-to-end supply chain solution; rebuilt people org to attract and retain world-class talent

Built tech to scale revenue growth; Improved labor performance, transformed inventory management; built customer service program

#### VALUE CREATION

Increased EBITDA 2x (from \$181M) in 12 months

Grew revenue from \$200M to \$1B+; improved unit economics 53%; increased NPS to 90