



Investor Support

Industries

- Transportation and logistics
- Life sciences and pharmaceuticals
- Consumer and industrial
- Energy, mining and utilities
- Financial services

Investor Support Capabilities

- **Opportunity scan**
 - New or existing sectors
 - Applying clear criteria
 - Interviewing target management
 - Target profiles, priorities
- **Due diligence**
 - Proven process
 - Strategy / market analysis
 - Financial modeling
 - Quick response
- **Value creation**
 - Value creation strategy
 - Sales and marketing
 - Sourcing, supply chain
 - Organization effectiveness
- **Divestment**
 - Positioning strategy
 - Identifying strategic buyers
 - Forward projections
 - Pitch support

About Norbridge, Inc.

Norbridge is an independent, multi-specialty management consulting firm with deep expertise in selected industries. Norbridge partners and staff have assisted private equity and other investors with opportunity scans and due diligence for dozens of investment opportunities, as well as performance enhancement and exit strategies for existing portfolio companies.

Why Norbridge

- A Senior Partner with broad management perspective, leading each project
- Large-firm capabilities, delivered fast, flexibly and cost-effectively
- Small, tightly-knit consulting teams
- World-class analytics and modeling
- Deep industry and functional knowledge in selected fields
- Clear, compelling presentation of findings
- Results-oriented approach
- Ambition to build long-term relationships with leading investment groups

Examples of Norbridge Early / Late Stage Experience

<ul style="list-style-type: none"> ▪ Private Equity ▪ Investment Banks ▪ Financial Advisers ▪ Pension Funds ▪ Family Offices 	Opportunity Scan	<ul style="list-style-type: none"> ▪ Back-office financial services ▪ Business services and software ▪ IT and project mgmt. consulting ▪ International freight forwarding
	Due Diligence	<ul style="list-style-type: none"> ▪ Third-party logistics ▪ Trucking, rail & ocean carriers ▪ Cold storage facilities ▪ Container leasing ▪ Trade facilitation software ▪ Renewable energy
	Divestment	<ul style="list-style-type: none"> ▪ Future market sizing ▪ Strategic partner identification

Norbridge Performance Enhancement Examples

New Products / Services <ul style="list-style-type: none"> ▪ Idea generation ▪ New product development process and staffing ▪ New service offering feasibility assessment ▪ Business case preparation 	Market Analysis <ul style="list-style-type: none"> ▪ Market segmentation and forecasting ▪ Targeted customer interviews ▪ Competitive assessment ▪ Service / price conjoint analysis 	Revenue Growth <ul style="list-style-type: none"> ▪ Customer segment attributes ▪ Alignment of sales channels ▪ Sales force priorities and incentives ▪ Marketing and sales organization
Value Chain <ul style="list-style-type: none"> ▪ Global manufacturing footprint ▪ Near-shoring options ▪ Fulfillment operations effectiveness ▪ Financial transaction processing ▪ China-US supply chain 	Purchasing <ul style="list-style-type: none"> ▪ Purchasing effectiveness ▪ Global sourcing / RFP process ▪ Purchasing organization / staffing ▪ Procurement efficiency ▪ Outsourcing risk / mitigation 	



Norbridge Senior Partners and Locations



David Bovet, operations expert across the value chain; former head of supply chain for Mercer Management Consulting



James Brennan, ports and maritime expert; former head of the port practice at Mercer Management Consulting



Mike Esposito, pharmaceuticals and biotechnology expert; former Global Practice Leader at Arthur D. Little, Inc.



Mark Fagan, purchasing, procurement and supply chain expert; former partner at Mercer Management Consulting

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