



NGP & ENTREPRENEUR INVESTMENT OVERVIEW

Investment Firm Focused on Business Services Companies in the Lower Middle Market

656 W. Randolph St., Suite 400 | Chicago, IL 60661 | www.nextgengp.com

NextGen Growth Partners

ABOUT NGP



NextGen Growth Partners (NGP) is a private equity firm that invests and partners with family and founder-owned businesses in the lower middle market.

- Unlike traditional private equity, NGP augments each management team with a talented, hungry operator
- Value creation opportunities arise when talented, entrepreneurial operators are placed in fundamentally sound small businesses
- NGP's Entrepreneurs-in-Residence (EIRs) are supported by experienced, hands-on advisors
- NGP offers unique solutions for business owners seeking liquidity and management succession
- NGP facilitates smooth leadership transitions for the continued success and legacy of our portfolio companies

INVESTMENT CRITERIA

Revenue: \$5-50M | EBITDA: \$2-7M | Addressable Market: \$1B+ | Ownership: Control

CORE INDUSTRY FOCUS: ASSET-LIGHT, MISSION CRITICAL, BUSINESS SERVICES COMPANIES



Outsourced Business Services



Industrial Services



Healthcare Services



Distribution / Logistics

CURRENT PORTFOLIO



NGP LEADERSHIP



NextGen was founded by Managing Partner Brian O'Connor. Prior to founding NGP, Brian served as co-CEO and Head of Business Development of Innflux, a hospitality-focused IT service company, where he oversaw sales / marketing, business development, M&A and investor relations functions. Innflux was sold to strategic buyer Thing5 in January 2015, after 3.5 years of significant growth. Brian became involved with Innflux after acquiring the business through his search fund Fellowship Capital Partners ("FCP") in 2011.

In addition to his work at NextGen, Brian teaches Entrepreneurship through Acquisition at his alma mater, the University of Chicago Booth School of Business, as an Adjunct Assistant Professor of Entrepreneurship.

NextGen Investment Team

In addition to Brian, the NextGen team consists of four experienced investment professionals.

- Rich Herrick..... *Chief Financial Officer*
- Jim Bland..... *Partner*
- Ron Wexler..... *Director of Talent Development*
- Nick Olmstead..... *Associate*
- Eric Wilson..... *Director of Portfolio Operations*



NextGen Advisory Board

The NextGen advisory board engages with both the investment team and EIRs in varying capacities. The distinguished group of sixteen consists of CEOs from an array of industries, investment professionals, and thought leaders.

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|----------------------|-------------------|-----------------|------------------|
| • Mark Agnew | • Scott Donaldson | • Alex Hodgkin | • Paul Reilly |
| • Patrick Dickinson | • Joel Feldmann | • Steve Kaplan | • Ellen Rudnick |
| • Dennis Chookaszian | • Adam Gerchen | • Brad Morehead | • Alex Schneider |
| • Will Daly | • Joe Higgins | • Jim Perry | • David Sulaski |



Michelle Kime, EIR

BIOGRAPHY

Michelle is currently an Entrepreneur in Residence with NextGen Growth Partners where she is seeking to acquire one great business with the intent to preserve its legacy while leading it into its next phase of growth. She grew up in Southern California, where her entrepreneurial spirit started, watching her mother run her own business as an Esthetician. She continued to grow herself as an entrepreneur while working in the start up space.

Michelle has spent 13 years building her career in supply chain operations in both lower mid market and Fortune 500 firms. She has served as Materials Manager for a \$100mm division of Honeywell, leading their sales and operations planning as well as implementing their ERP system. She then transitioned to Tribus Aerospace in Grand Rapids, MI, a start-up M&A firm, where she was brought on board as the Director of Materials.






At Tribus, she worked to advance the Supply Chain organization for three national portfolio companies. She had responsibility for annual budgeting, strategy, working capital, employee communications, supplier negotiations and contracts, customer negotiations, and long-range planning. Michelle's career to date has afforded her numerous formative experiences including P&L management, people leadership, and exposure to exemplary company cultures.

Michelle is a loving wife to Ray, and mother to Aiden (15) and Lochlainn (9 months). She received a BMM from The University of Minnesota and an MBA from The University of Chicago Booth School of Business where she concentrated in Operations, Entrepreneurship and Behavioral Science.



QUALIFICATIONS

Michelle has amassed a diverse set of applicable skills. Coupled with NGP's advisors and resources, she is well positioned to acquire and scale a great business.

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|  | <p><i>P&L Management Experience¹</i></p> <ul style="list-style-type: none">➤ Responsible for line items of revenue, working capital, and inventory.➤ Skilled at identifying and influencing P&L levers. Experienced at leading across functions. |
|  | <p><i>Strategic Operations Experience</i></p> <ul style="list-style-type: none">➤ Responsible for transition implementation of ERP system (SAP) in \$100mm manufacturing plant.➤ Experienced at managing and optimizing complex operational processes. |
|  | <p><i>People Leadership Experience</i></p> <ul style="list-style-type: none">➤ Responsible for 23 professionals spanning multiple departments.➤ Experienced at motivating and effectively communicating with employees at all levels. |
|  | <p><i>Top Tier Management Education</i></p> <ul style="list-style-type: none">➤ Graduated from Booth's MBA program with concentrations in operations, entrepreneurship.➤ Gained a diverse set of functional skills as well as access to Booth's far-reaching network. |
|  | <p><i>Passionate about Family-led Businesses</i></p> <ul style="list-style-type: none">➤ Gained appreciation for unique small businesses challenges through exposure to family's business.➤ Highly capable of building rapport with owners during the search process. |

¹ Full resume in Appendix 1.

APPENDIX

MICHELLE KIME RESUME

SUMMARY

- Expert in SIOP implementation across product lines
- Supplier Development
- Setting KPI's and Policies to drive behavior
- New Product Introduction management
- Strategic decision making
- P&L line item development & ownership

EXPERIENCE

TRIBUS AEROSPACE, Grand Rapids MI

Direct oversight of 3 operating companies nationally (California, Ohio, Michigan)

Director, Materials Management

Responsible for designing the strategic plan, vision, and mission of the Supply Chain organization for Tribus; Administering policy and direction for the operating companies to develop processes to achieve organizational objectives.

- Successfully oversaw a team of materials, planning, procurement professionals through the COVID crisis, improving financial and customer performance despite a 30% decrease in commercial aerospace demand, while cultivating motivation and urgency during times of distress
- Responsible for writing and negotiating supplier contracts including LTA's, stocking agreements, outsourcing, and other strategic procurement methods
- Defined strategic Supply Chain KPI's, including inventory entitlements, revenue budgets, freight spend, PPV savings, on time delivery, demand forecast accuracy, supplier quality, cash-to-cash cycle time, etc
- Strategically managed 'Inventory' P&L line item, improving working capital by nearly 12% over an 18 month period
- Chaired implementation of a full, 4-stage monthly SIOP cycle at all 3 operating companies, developed demand planning process, capacity/supply planning, and financial planning; instituted an Executive Review process to summarize upcoming performance and risks to executive leadership
- Utilized SIOP and internal and external forecast accuracy, MAPE, and bias to identify needed supplier and customer partnerships, which led to negotiating several high-profile contracts resulting in reduced spend by 15%, reduced lead times, stocking agreements and customer materials liability agreements
- Overhauled direct materials procurement process to reduce waste in materials, logistics, and total cost of procurement
- Redesigned annual budgeting process to take advantage of SIOP demand planning in expected revenue forecasting
- Incorporated statistical PFEP (Plan for every part) and probability rules to quantify inventory entitlement, right-size inventory holding and set optimal replenishment levels for mid to high usage materials

HONEYWELL, Muncie IN

Direct Materials oversight of 2 local factories, 1 machining and 1 assembly

Materials Planning Manager & Site SIOP Leader

Responsible for driving 4-stage SIOP process, inventory management, and customer deliveries.

- Cultivated a team of planning professionals between two local factories, including hiring, firing, training, coaching, motivating

- Organized processes to improve material deliveries from supply base, increasing on time delivery by 30%
- Orchestrated development of Standard Operating Procedures for SAP Planning in light of ERP transition to SAP
- Assembled breakthrough planning team in India to plan local Muncie factory, reducing labor costs by \$150K annually
- Headed SIOP implementation: demand management, short and long-range capacity planning, financial reconciliation, and executive review

CIRCOR AEROSPACE & DEFENSE, Corona CA

Direct oversight of 2 local factories, 1 machining and 1 assembly

Planning & Purchasing Manager

Responsible for managing supplier development, \$20M of spend, master scheduling, and monthly SIOP cycle, in a turnaround situation.

- Restructured planning team to align with value streams and provide accountability towards materials delivery and customer performance
- Envisioned and produced a Master Production Schedule to accelerate factory cycle time and improve customer deliveries by 45%
- Coordinated commodity-based, global supplier development program, including implementing monthly supplier scorecard reviews and Supplier Performance Improvement Plans (SPIP)
- Instituted Capacity Planning model as part of monthly SIOP process to right-size labor requirements

3V FASTENERS, INC., Corona CA

Lead planner for aerospace division of a \$500M company

Senior Materials Planner

**Promoted from Customer Service Representative in 2013*

Responsible for maintaining >98% on time delivery to customers, planning material deliveries, managing MRP and effectively communicating revenue plans to leadership

- Developed MRP process to improve customer on time delivery and plan both production and finished goods levels
- Utilized lean tools such as root cause corrective actions to improve deliveries and plant communication
- Reduced past due orders from \$1.3M to \$330K through envisioning and implementing a Master Production Schedule

EDUCATION

THE UNIVERSITY OF CHICAGO BOOTH SCHOOL OF BUSINESS

Master of Business Administration

Chicago IL
2021

- Concentrations in Entrepreneurship, Operations Management, and Behavioral Science

THE UNIVERSITY OF MINNESOTA

Dual Major: B.M.M. Manufacturing Management, B.M.M. Quality Management

Crookston MN
2017

- Diploma awarded with Distinction (Honors)
- 3.84 GPA

ADDITIONAL

- APICS CPIM certified in 2015, re-certification in 2020, expiration 2025
- ERP experience with OracleOne, SAP, JD Edwards (AS400), JobBoss
- Expert level Excel: Pivot Tables, Macros, Formulas

THANK YOU!
