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# CFO Think Tank 2019

**June 25**

**The Colonnade Hotel**

**Boston, MA**

[events.privateequityinternational.com/cfo-think-tank](https://events.privateequityinternational.com/cfo-think-tank)

# Advancing the dialogue among today's private equity CFOs

The **CFO Think Tank** is a one-day, closed-door event for private equity CFOs to meet with peers in the industry to discuss the most pressing challenges having an impact on their role and responsibilities. This interactive, solution-driven event is for CFOs seeking open dialogue, best practices and strategies for managing processes and practices within their firms.

Modeled after the highly regarded think tank sessions at the annual CFOs & COOs Forum, the event is designed to foster insightful conversation and provide invaluable takeaways. The CFO Think Tank is a meeting for 50 private equity CFOs to explore strategic approaches for addressing fundraising, outsourcing, LP trends, tax reform, carried interest structure, subscription lines, HR, data analytics, and more at their firms.

PEI launches the inaugural think tank in response to overwhelming demand from private equity CFOs keen to engage with peers, identify and problem-solve the challenges affecting CFOs today. Be one of the 50 CFOs in the room this June in Boston.


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## Why you should attend

- » The CFO Think Tank will help you better navigate your expanding role and provide best practices for mastering broadening responsibilities
- » A unique and interactive one-day experience you can fit in your schedule
- » Attendance is limited to 50 Private Equity CFOs only
- » Service providers are not permitted in the think tank sessions, allowing you to speak directly to your peers about the issues you face on a day-to-day basis
- » Facilitators will guide the conversation using agenda topics and discussion points collated from in-depth research with private equity CFO

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## The Think Tank is limited to 50 Private Equity CFOs to facilitate insightful discussion

**"My favorite is  
the CFO think  
tank..."**

**Eric Noble**  
Chief Financial and  
Compliance Officer  
**Peterson Partners**

**"I continue to  
wish that there  
was more time  
for the CFO think  
tank..."**

**Kwame Lewis**  
Chief Financial Officer  
**ACON Investments**

**"The think  
tank was very  
informative..."**

**Joseph Taveira**  
Chief Financial Officer and  
Chief Operating Officer  
**Hancock Capital  
Management**



# AGENDA | TUESDAY, JUNE 25

## 8:00 Registration - continental breakfast

## 8:45 PEI welcome & chairman's introduction

## 8:55 Chairman's welcome

## 9:00 Utilizing data to improve efficiency and effectiveness

- Determining what are you trying to accomplish with the data
- Use of data in fundraising; investor communication, performance reporting and managing LP relationships; and data and reporting on performance of investments
- Setting a vision and a data strategy plan
- How do CFOs manage portfolio company data?
- How are companies effectively utilizing CRM?
- Identifying and managing the risk
- Best practices for gaining more access to data
- Making a decision on an optimal IT environment: outsourced, insourced, hybrid model, private or public cloud

## 10:00 Networking coffee break



## 10:30 Performance calculations & benchmarking

- How firms are performing calculations
- What benchmarks are being used? With leverage or without leverage? With or without subscription line leverage?
- What multi-functional technology platforms are available for fund reporting?
- How do you account for recycled proceeds? Impact on multiples growth and net growth?
- How are funds reporting performance?
- Ensuring performance properly feeds into both investor relations and compliance
- Assessing the need for better organization around calculations and use of data across the firm
- Performance metric disclosure

## 11:30 Carried interest evolution, strategy and models

- Waterfall models: best practices to build, modify and administer
- Trends on how carry is calculated and how it's treated
- GP/carry pool comp strategies
- Increasing demands for transparency from LPs on how waterfall calculations are occurring
- Is carried interest structure evolving from where it was a couple of years ago? Where are things headed?
- Negotiation process—is it done more on an LPA or side letter basis?
- Tax and the new carry rules
- How deep inside the organization do you go with carry?

## 12:30 Luncheon roundtable discussions

View the full agenda: [events.privateequityinternational.com/cfo-think-tank](https://events.privateequityinternational.com/cfo-think-tank)

**Track A****Fundraising environment—latest trends and challenges**

- Trends in fundraising: terms, fee structure, treatment of preferred return
- What are the most important elements to prepare a firm for fundraising?
- What to include/exclude in presenting track record and other metrics to potential investors
- Changes in due diligence requests or LPAs
- Do you use placement agents vs. in-house team?
- How large is the norm for credit facilities as a percent of commitments?

**Track B****Outsourcing: balancing the use of internal and external resources**

- When you think about outsourcing do you think of it as a bandwidth issue?
- The pros and cons of using fund administrators for some but not all funds
- What is the ideal balance between outsourcing and insourcing?
- How do you manage your relationship with fund administrators?
- Staying on top of third-party providers to reduce the risk of fraud
- Are you outsourcing funds and SMAs?
- Do you perform the tax function in-house?

**Track A****Tackling the annual planning and budgeting process**

- An analysis of how firms are addressing budgets, running the process and who is involved
- Employing benchmarks or external metrics
- Pros and cons of utilizing Excel and native in-house built tools versus external vendor solutions
- How are you doing allocations across multiple business lines for common expenses?

**Track B****Valuation: process, pain points and best practices**

- Where do we see values headed and will the multiples remain high?
- Strategies for valuing your portfolio? What process do you use?
- Pros and cons and what LPs like to see in each of the valuation methods
- To what extent are your LPs independently valuing your assets?
- Updated AICPA rules and why valuation guidelines are important from CFO side?

**3:40 Networking coffee break****4:15 Compliance issues that need to be on the CFO radar**

- Strategies firms are implementing to enhance compliance
- SEC exams: what has come up during recent examinations
- What should be in your LPA?
- What is your role in establishing a fees and expenses policy?
- Complying with privacy rules
- Protecting the firm and portfolio companies from cyberattacks or breaches

**5:15 Cocktail reception****6:30 End of think tank**

## Price

**Preferred price:** \$1,795

*(Ends April 26)*

**Full price:** \$1,995

*(After April 26)*

## Venue

**Hotel Colonnade - Boston**

120 Huntington Avenue

Boston, MA 02116

## General delegate

The CFO Think Tank is a closed-door event for CFOs from Private Equity Firms only. Registration is subject to the review and approval of the event organizer.

Once your request is submitted, you will receive a confirmation upon approval.

\*Limited to 50 participants - Private Equity CFOs only

## CPE Credits

Up to 7 CPE credits  
available

**Program level:** Overview

**Delivery method:**

Group Live

No prerequisites or advance preparation needed

Eligible fields of study include accounting, business management & organization, finance, HR, tax and technology. PEI is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors through its website: [www.NASBARegistry.org](http://www.NASBARegistry.org).