

A panoramic view of the San Francisco skyline, featuring several prominent skyscrapers. A white rectangular box with a dark border is centered over the image, containing the event title. The text 'Operating Partners Forum: San Francisco 2019' is displayed in a sans-serif font, with '2019' in a light green color.

Operating Partners  
Forum: San Francisco 2019

Driving next-level portfolio value creation in PE & VC

May 30-31 | JW Marriott

[events.privateequityinternational.com/operating-partners-san-francisco](https://events.privateequityinternational.com/operating-partners-san-francisco)

## The Operating Partners Series is expanding to San Francisco



After working with operating partners across Europe and the United States, Private Equity International is pleased to bring the **Operating Partners Forum** to San Francisco in 2019. Building on the success of the Operating Partners Forums in New York and London, the San Francisco edition will provide even more opportunities for PE and VC value creators to network with each other while discussing best practices in portfolio operations.

## What to expect



Learn key strategies to deliver value creation and drive EBITDA



Get a firm grasp on practical strategies that you can implement straight away



Network with top value creators in PE and VC

## Firms confirmed so far

Accel-KKR Consulting Group	Francisco Partners Consulting	Paine Schwartz Partners
Accordion Partners	GI Partners	Provenance
Altamont Capital Partners	Golden Gate Capital	Sapphire Ventures
Amazon Web Services (AWS)	Graham Partners	Scale Venture Partners
Angeles Equity Partners	Insight Venture Partners	Serent Capital
Apax Partners	Kamylon Holdings	Sumeru Equity Partners
Arsenal Capital Partners	Khosla Ventures	Tailwind Capital Group
Bain Capital	KKR	Techstars Investments
Baird Capital	KSL Capital Partners	TPG Capital
Bessemer Venture Partners	Nautic Partners	TPG Growth
CBRE Group	Norwest Equity Partners	TSG Consumer Partners
Costanoa Ventures	Ontario Teachers' Pension Plan	Vector Capital
FLL Partners		



## Featured speakers



**Jacques Antebi**  
Operating Executive  
Tailwind Capital



**Chris Chang**  
Principal  
KSL Capital Partners



**Dale Chang**  
Operating Partner  
Scale Venture Partners



**Adam Fless**  
Managing Director,  
Portfolio Excellence  
Paine Schwartz Partners



**Dan Fletcher**  
Vice President, Value Creation  
Vector Capital



**Jason Friedrichs**  
Director, Portfolio Operations  
Altamont Capital Partners



**Ariel Garcia**  
Operating Partner  
Vector Capital



**Ignacio Giraldo**  
Partner  
TPG Growth



**Ryan Greene**  
Operating Partner, Human Capital  
Francisco Partners Consulting



**Paul Ilse**  
Senior Operating Partner  
Francisco Partners Consulting



**Prital Kadakia**  
Principal, Growth Team  
Serent Capital



**Martina Lauchengco**  
Operating Partner  
Costanoa Ventures

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# Featured speakers



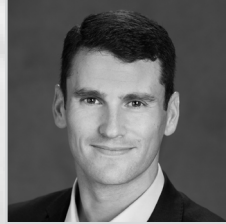
**Ryan McMullin**

Operating Vice President  
Accel-KKR Consulting Group



**Gregg Meheriuk**

Senior Principal, Private Capital  
Ontario Teachers' Pension Plan



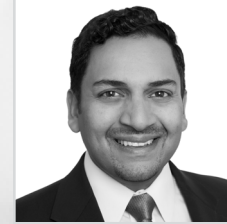
**Martin Mumford**

Operating Partner  
Angeles Equity Partners



**Shelley Perry**

Venture Partner  
Insight Venture Partners



**Kiran Rao**

Director of Portfolio Operations  
TPG Capital



**Girish Satya**

Senior Vice President  
TSG Consumer Partners



**Jack Scott**

Operating Partner-Human Capital  
FFL Partners



**Richard Spencer**

Chief Operating Officer &  
Operating Partner  
Kamylon Holdings



**Sean Turner**

Operating Principal  
Operating Principal



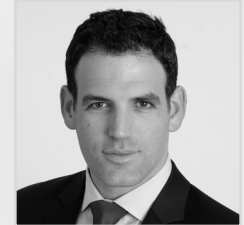
**Jeff Williams**

Operating Partner  
Bain Capital Ventures



**Jim Wilson**

Operating Partner  
Costanoa Ventures



**Achi Yaffe**

Director, Portfolio Operations  
GI Partners

**Interested in speaking?** Contact Marc Mele at [marc.m@peimedia.com](mailto:marc.m@peimedia.com) or call +1 646 581 9295

# Agenda

## Thursday, May 30, 2019

8:00 **Registration and breakfast**

8:50 **Chairman's welcome**

8:50 **Panel | Comparing operating partner PE and VC models**

9:30 **Panel | The operating partner role in due diligence: getting it right**

10:10 **Panel | Redefining portfolio operations in the modern-day tech boom**

10:50 **Networking break**

11:15 **Presentation | Scaling startups from \$0-\$B**

11:45 **Panel | Driving revenue growth and the strong correlation with successful exits**

12:15 **Interactive value creation working groups**

Table 1: Digitalization & technology

Table 2: Human capital & leadership

Table 3: Sales & go-to-market strategy

Table 4: Pricing & product optimization

Table 5: Cost reduction/optimization

Table 6: Customer experience/satisfaction

Table 7: Supply chain & procurement

1:00 **Networking luncheon**

2:00 **Functional Business Series 1**

Roundtable A | Data-driven digital marketing strategies to maximize brand growth

Roundtable B | SaaS Finance: refining operations in people, processes, and technology

2:45 **Functional Business Series 2**

Roundtable C | Optimizing the sales organization

Roundtable D | Portfolio optimization in working with the C-suite

3:30 **Networking break**

3:45 **Panel | Human capital as a key value creation lever**

4:20 **Panel | Pricing as a strategic weapon**

5:00 **Panel | What makes a great operating partner?**

5:40 **End of day 1 and cocktail reception**

## Friday, May 31, 2019

8:00 **Invitation-only think tank for full-time operating partners: value creation war room**

**Group A: Emerging Operating Partners**

**Group B: Advanced/Seasoned Operating Partners**

**Group C: VC Operating Partners**

8:15 **Registration and breakfast**

9:55 **Chairman's welcome**

10:00 **Panel | Next-level value creation strategies in addressing key elements of a business**

10:40 **Panel | Uncovering cybersecurity threats and risk strategies**

11:20 **Networking break**

11:40 **Panel | Data science & technologies in quantifying and monitoring portfolio performance**

12:20 **Panel | LP views of the operating partner role and its significance in the industry**

1:00 **Closing remarks and networking luncheon**

**View the full agenda online: [events.privateequityinternational.com/operating-partners-san-francisco](https://events.privateequityinternational.com/operating-partners-san-francisco)**

# Book your place today

## Registration

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📧 [regny@peimedia.com](mailto:regny@peimedia.com)

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## Pricing

General delegates  
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*Currently not open to  
service providers*

## Venue

**JW Marriott**  
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A large white double quote mark is positioned at the top left of a white double-line rectangular frame. The background of the entire page is a purple-tinted photograph of a city skyline, with the Transamerica Pyramid being the most prominent building on the left side.

“Great content, speakers  
and networking  
opportunities.  
*[The Operating Partners  
events]* are a must attend  
for PE operating partners.”

**Steven Siwinski**  
Partner  
**High Road Capital Partners**