



October 16th 8:30 AM Chairman's Welcome | Poll 1

(For the operating partners in the room only) As an operating partner, which value creation area are you mainly focused on?

Human Capital	20%
Technology and digital	11%
Sales, marketing, and revenue growth	22%
Finance	7%
Supply chain and procurement	5%
All of the above	35%





October 16th 8:30 AM Chairman's Welcome | Poll 2

In which geographical region are you currently based? Northeast (US) 43% South (US) 15% Midwest (US) 13% West (US) 19% Outside the US 10%





October 16th 9:20 AM

Panel | Proactive management of the PE-CEO-CFO relationship | Poll1

Do you have mechanisms in place to proactively manage and monitor the PE-CEO-CFO relationship?



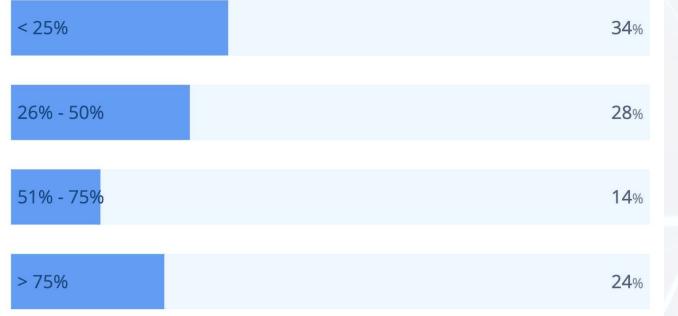




October 16th 10:50 AM

Panel | Identifying, implementing, and capturing digital value creation throughout the portfolio investment lifecycle | Poll 1

How frequently are digital investments central to your firm's thesis?







October 16th 10:50 AM

Panel | Identifying, implementing, and capturing digital value creation throughout the portfolio investment lifecycle | Poll 2

On average, at what point in the hold period are your portfolio companies implementing digital investments?

Year 1	44%
Veer 2	20.4
Year 2	38%
Year 3	15%
Year 4+	3%





October 16th 11:20 AM Panel | Preparing for an economic downturn- what to do from a PE operations improvement standpoint | Poll 1







October 16th 11:20 AM Panel | Preparing for an economic downturn- what to do from a PE operations improvement standpoint | Poll 2

How do you view portfolio company management during a downturn?

No change. Work with existing management teams

Depends on the situation. May or may not make sense to change management

88%

9%

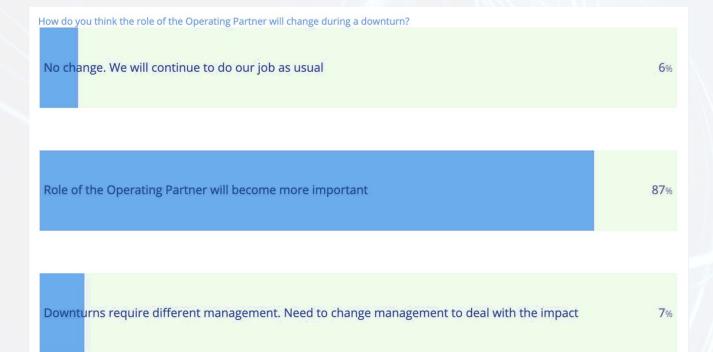
Downturns require different management. Need to change Management to deal with the impact

3%





October 16th 11:20 AM Panel | Preparing for an economic downturn- what to do from a PE operations improvement standpoint | Poll 3







October 16th 2:00 PM Track 1 Panel | Cultural integration ingredients for success | Poll 1

When thinking about cultural integration, which types of cultural integration have you most frequently seen?

Allow both cultures to co-exist without integrating

12%

Assess & select components of both cultures to develop new culture 68%

Select one culture, leaving the other culture behind

21%





October 16th 2:00 PM Track 1 Panel | Cultural integration ingredients for success | Poll 2

From your experience, which type of cultural integration is most effective?

Allow both cultures to co-exist without integrating

12%

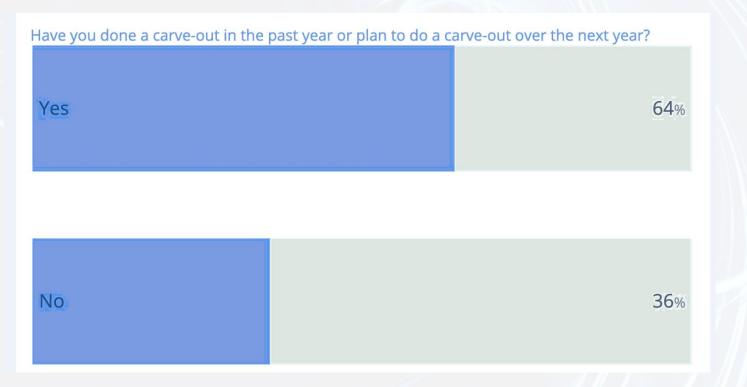
Assess & select components of both cultures to develop new culture 88%

Select one culture, leaving the other culture behind





October 17th 9:50 AM Panel | Accelerating value and reducing risk in carve-outs and divestitures | Poll 1







October 17th 9:50 AM

Panel | Accelerating value and reducing risk in carve-outs and divestitures | Poll 2

(For the Operating Partners in the room) As an Operating Partner, wh of your time?	nere do you spend most
Pre-deal evaluation	3%
Stand-up process	9%
Revenue growth	14%
Process improvement	17%
Recruiting	9%
All of the above	49%





October 17th 2:05 PM Human Capital Forum

Panel | Big data & workforce analytics: looking at the future of human capital with AI on the horizon | Poll 1

Do you believe that big data and AI is going to improve the talent function over time?

Strongly agree	37%
Agree	55%
Disagree	5%
Strongly disagree	3%





October 17th 4:05 PM Human Capital Forum

Panel | What makes a great human capital operating partner? | Poll 1

How does your firm primarily leverage the Human Capital Operating Partner?

Portfolio C-Suite Hiring	69%
Internal PE Firm HR/Hiring	6%
Portfolio Company C-Suite Thought Leader	6%
Investment Team Diligence Advisor (Human Capital)	13%
Portfolio Company Human Capital Value Creation Initiatives	6%