



Private Equity
International

Operating Partners Forum Napa 2024

Preliminary Agenda

Pre-conference events - Wednesday, June 12, 2024 The Meritage Resort & Spa, Napa

5:30-7:45 PM Operating Partners Forum Napa Pre-Event Welcome Reception (invitation-only for operating partners)

Venue: VINEYARD DECK at the Meritage Resort & Spa

Join the operating partners community at our opening grand reception in Wine Country taking place on the hillside of the Meritage's nine-acre vineyard. Enjoy spectacular vineyard views at sunset and expand your network with the brightest leaders in value creation while indulging in pre-function appetizers, aperitifs, & cocktails.

7:45-9:00 PM Operating Partners Forum Napa Welcome Dinner (invitation-only for operating partners)

Venue: ESTATE CAVE at the Meritage Resort & Spa

Join us as we welcome all the operating partners for a private dinner to facilitate networking before the conference at the venue's one-of-a-kind Estate Cave. Increase your connections in a relaxed setting featuring a unique barrel-shaped ceiling illuminated by iron-wrought chandeliers.

Day 1 - Thursday, June 13, 2024

7:30 AM Registration and breakfast

7:45 AM Think tanks for full-time operating partners – **value creation war rooms** (invitation-only for operating partners)

These closed-door discussions led by your peers will allow you to learn and share best practices of successful operating partners. The think tanks will also allow you to submit topics to be introduced by the facilitators and discussed in the room. Please select one of the rooms by functional area:

PEI To learn more, visit: privateequityinternational.com/napa



Room 1: Tech and Digital Operating Partners
Room 2: Human Capital/Talent Operating Partners
Room 3: GTM, Sales and Revenue Growth Operating Partners
Room 4: Finance Operating Partners

8:45 AM PEI's welcome and chairman's opening remarks

9:00 AM The rise and prominence of the operating partner in PE

9:40 AM Value creation as a symphony: amplifying synergies and cross functional integrations

10:20 AM Networking break

10:50 AM Economic and geopolitical pressures on PE: what comes next for value creation in 2024 and beyond?

11:30 AM Practical use cases in applying AI for value creation from due diligence to the first 500 days

12:10 PM Coffee break

INTERACTIVE WORKING GROUPS SERIES I

12:20 PM Interactive Working Group 1 (for operating partners only) – Integrating commercial due diligence in your operational playbooks

This deep dive discussion designed solely for operating partners will allow the audience to join an interactive and dynamic discussion with designated facilitators.

12:20 PM Interactive Working Group 2 (for operating partners only) – Workforce compensation challenges and opportunities: uncovering trends beyond executive comp

This deep dive discussion designed solely for operating partners will allow the audience to join an interactive and dynamic discussion with designated facilitators.

12:20 PM Interactive Working Group 3 (for operating partners only) – Operating Partner-CFO dynamics and models in the current economy

This deep dive discussion designed solely for operating partners will allow the audience to join an interactive and dynamic discussion with designated facilitators.

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DIGITAL & TECH INTERACTIVE WORKING GROUP SERIES I

12:20 PM Tech and Digital Value Creation Working Group 1 (for operating partners only) – Leveraging tech due diligence as a key force in accelerating your digital initiatives for the first 100 days

This deep dive discussion designed solely for tech operating partners will allow the audience to join an interactive and dynamic discussion with designated facilitators.

1:00 PM Networking lunch

1:00 PM Women in PE and VC portfolio operations lunch discussion (invitation-only for operating partners)

This closed-door lunch discussion will explore what it's like being a woman in PE and VC portfolio operations.

FUNCTIONAL BREAKOUTS I

2:00 PM Track 1 Operating Partner-Chief Revenue Officer dynamics

2:00 PM Track 2 Uncovering how talent partners work cross functionally in an operating team to deliver value creation through human capital

2:00 PM Track 3 Tech and Digital Room: Cyber-attacks, AI, SEC regulations and geopolitics – a perfect storm driving security transformation in PE portfolio companies

FUNCTIONAL BREAKOUTS II

2:40 PM Track 4 Leveraging AI to power revenue growth across your sales function

2:40 PM Track 5 Recruiting key roles in tech talent at the executive level and beyond

2:40 PM Track 6 Tech and Digital Room: Grasping the cost implications of cloud transformations

3:20 PM Coffee break

FUNCTIONAL BREAKOUTS III

3:30 PM Track 7 Uncovering recurring revenue strategies and commercial levers for SaaS companies

3:30 PM Track 8 The evolution of the finance operating partner in PE

3:30 PM Track 9 Tech and Digital Room: How to execute a multi-year digital transformation for a traditionally analog portco

FUNCTIONAL BREAKOUTS IV

4:10 PM Track 10 The human aspect of AI and its impact on future workforces

4:10 PM Track 11 Anatomy of a product strategy and roadmap - driving outcomes

4:10 PM Track 12 Tech and Digital Room: Unlocking the power of data science and advanced analytics in value creation

4:50 PM Coffee break

INTERACTIVE WORKING GROUPS SERIES II

5:00 PM Interactive Working Group 4 (for operating partners only) – Advanced pricing strategies as a key commercial enabler in your value creation plan

This deep dive discussion designed solely for operating partners will allow the audience to join an interactive and dynamic discussion with designated facilitators.

5:00 PM Interactive Working Group 5 (for operating partners only) – Talent recruitment and retention in the current marketplace: sharing tricks of the trade

This deep dive discussion designed solely for operating partners will allow the audience to join an interactive and dynamic discussion with designated facilitators.

5:00 PM Interactive Working Group 6 (for operating partners only) – Tech for finance: data and digital strategies for financial transformations

This deep dive discussion designed solely for operating partners will allow the audience to join an interactive and dynamic discussion with designated facilitators.

DIGITAL & TECH INTERACTIVE WORKING GROUP SERIES II

5:00 PM Tech and Digital Value Creation Working Group 2 (for operating partners only) – Cybersecurity operating partner workshop: practitioner's perspectives

PEI To learn more, visit: privateequityinternational.com/napa



This deep dive discussion designed solely for tech operating partners will allow the audience to join an interactive and dynamic discussion with designated facilitators.

5:40 PM End of day 1 and networking cocktail reception

Venue: EVENT LAWN at the Meritage Resort & Spa

The Meritage's grandest event venue, the sprawling Event Lawn will provide a delightful setting at the end of the first day for you to chat and hear what is on everyone's mind after a full day of valuable insights.

Day 2 - Friday, June 14, 2024

7:30 AM Registration and breakfast

7:45 AM Deep dive breakfast discussion 1 (for operating partners only) – Operating Partner-CEO dynamics

This breakfast deep dive discussion designed solely for operating partners will allow you to join an interactive discussion with designated facilitators.

7:45 AM Deep dive breakfast discussion 2 (for operating partners only) – Operating Partner-deal team dynamics

This breakfast deep dive discussion designed solely for operating partners will allow you to join an interactive discussion with designated facilitators.

7:45 AM Tech and Digital deep dive breakfast discussion 3 (for operating partners only) – AI morning workshop: operating partners share lessons learned

This breakfast deep dive discussion designed solely for tech and digital operating partners will allow the audience to join an interactive discussion with designated facilitators.

8:30 AM Think tanks for full-time operating partners – value creation war rooms (for operating partners only)

Invitation-only think tanks for full-time PE and VC operating partners. These closed-door discussions led by your peers will allow you to learn and share value creation strategies of successful operating partners. Please select one of the rooms:

Room 1: Heads of Portfolio Operations: Team Leaders

Room 2: Advanced Operating Partners

Room 3: Emerging Operating Partners (1-2 years in PE)

9:15 AM Chairman's welcome

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9:20 AM Heads of value creation teams perspectives: an inside look at what your operating team leaders need from you

10:00 AM CEO and management team assessments across the investment lifecycle

10:40 AM Networking break

11:00 AM Accelerating value creation: sharing roadmaps from due diligence to the first 12-15 months

11:40 AM Building & developing impactful teams within your portfolio company workforces

12:20 PM Coffee break

INTERACTIVE WORKING GROUPS SERIES III

12:30 PM Interactive Working Group 7 (for operating partners only) – Value creation for the exit: operating partners share lessons learned

This deep dive discussion designed solely for operating partners will allow the audience to join an interactive and dynamic discussion with designated facilitators.

12:30 PM Interactive Working Group 8 (for operating partners only) – New vs. old value creation levers: what needs to stay, what needs to be added, and what needs to go?

This deep dive discussion designed solely for operating partners will allow the audience to join an interactive and dynamic discussion with designated facilitators.

DIGITAL & TECH INTERACTIVE WORKING GROUP SERIES III

12:30 PM Tech and Digital Value Creation Working Group 3 (for operating partners only) – Building efficient and transformative R&D organizations - decoding key metrics

This deep dive discussion designed solely for tech operating partners will allow the audience to join an interactive and dynamic discussion with designated facilitators.

1:10 PM Networking lunch

1:10 PM Tech and Digital operating partners lunch discussion (invitation-only for operating partners) – Advancing tech value creation initiatives with your management teams

This closed-door deep dive lunch discussion solely for tech and digital operating partners will explore key digital and tech strategies to enhance value.

FUNCTIONAL BREAKOUTS V

2:00 PM Track 13 Optimizing the distribution side of your supply chain and procurement operations

2:00 PM Track 14 Leveraging customer analytics as a key driver in your sales and revenue growth playbooks

2:00 PM Track 15 Tech and Digital Room: Building a culture of innovation at your portfolio companies

FUNCTIONAL BREAKOUTS VI

2:40 PM Track 16 GTM strategies, models, and playbooks for success

2:40 PM Track 17 The new and expanded role of the human capital operating partner in PE

2:40 PM Track 18 Tech and Digital Room: What makes a great tech and digital operating partner in the modern world?

3:20 PM Debate: the future of work - RTO vs. remote vs. hybrid

4:00 PM Closing remarks and end of conference