

## FIRST KERNEL SERVICES

## FOR ENTERPRISES

For mid market companies experiencing an unexpected inflection in their journey to success, First Kernel brings a hands-on style to shifting the company back onto a faster track to growth, revenues and profits.

Our proprietary performance transformation approach, called RAPID<sup>i</sup>, allows us to begin impacting both top-line revenues and bottom-line costs, very quickly - typically in 4 to 6 weeks.

First Kernel is especially strong in situations where a business seeks significant value creation in 18 to 36 months. To this end, our services address needs in three important areas:

### Restructuring:

Together with our extensive network of alliances, we assist our clients in buy-side and sell-side initiatives:

- ~ Capital access
- ~ Strategic valuation
- ~ Mergers, acquisitions, and partnerships
- ~ Business sale
- ~ Recapitalization

### Renovation:

Working hands-on, side-by-side with our clients, we accelerate change, growth, and innovation within our clients' businesses:

- ~ Creation of new business models
- ~ Reduction of SG&A spend
- ~ Acceleration of sales and revenues
- ~ Re-branding of the company
- ~ Formulation of new customer-value models
- ~ Preparation for corporate actions

### Globalization:

Drawing on the global, multi-cultural expertise and experience of our advisors, we enable and facilitate the expansion of our clients' business impact and influence worldwide:

- ~ Overseas presence
- ~ Multinational channels and alliances
- ~ Global sourcing

*Please contact us to learn more about how First Kernel is revolutionizing the capability of mid market enterprises to create value.*

### ABOUT FIRST KERNEL

First Kernel is a Business Transformation and Transaction specialist firm, serving mid market Enterprises and Investors. It brings together Capital Access, Strategy Formulation and Hands-on Execution to accelerate growth, revenues and profits.

First Kernel advisors are former entrepreneurs, C-level, M&A, Venture and Operations executives with 20 years of experience on average. In aggregate, the Company's advisors have led well over 30 transformation and transaction engagements impacting several billion dollars, in many industries.

For Investors, First Kernel's services address Sourcing, Closing and Creating Value in portfolio companies.

For Enterprises, First Kernel's services address Restructuring, Renovation and Globalization of businesses and LOBs.

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