Clearsight Advisors
Investment Banking

Operational Improvement and Value Creation Consulting Spotlight

October 2025

Operational Excellence Takes Center Stage

As hold periods get longer, Private Equity firms are looking inward and prioritizing operational improvement to create tangible value and enhance returns

1 Operational Alpha as the Primary Value Lever

- Operational improvements now account for 54-71% of total value creation at exit, far surpassing financial engineering[1]
- Focused 100-day plans on revenue growth, cost efficiency, and cash flow optimization lead to top-quartile firms achieving a 5-18% EBITDA lift with payback periods as short as 12 months

2 Digital Transformation & AI Integration

- Digital transformation is now a non-negotiable for portfolio companies, with AI-driven pricing, customer segmentation, and predictive analytics becoming the norm
- 70% of M&A executives believe AI can boost returns and become better, faster to create sustained value creation for future owners[2]

3 Human Capital & Talent Strategy

- Increasingly viewed as a critical driver of value, firms are prioritizing leadership development and cultural alignment across the org chart – often combining in-house capabilities with third-party expertise
- Aligning incentives is paramount – 61% of management teams' grants at PE-backed companies have performance conditions[3]

4 Sector Specialization

- Sector specialization has become a defining strategy in private equity, offering firms a competitive edge in sourcing, executing, and scaling investments
- Specialized GPs bring technical fluency, enabling better due diligence, faster decision-making, and more effective post-acquisition value creation via tailored playbooks

5 Data-Driven Value Creation

- In today's competitive and volatile environment, data is the new alpha. PE firms that embed analytics into every stage of the investment lifecycle are not just improving performance – they're redefining how value is created, measured, and realized
- Data-centric firms are twice as likely to be top-quartile performers within their industry sectors[4]

6 Exit Strategy Innovation

- Longer ownership periods, paired with flexible liquidity architectures, enabled firms to tailor exit paths for market readiness and conditions
- 88% of PE firms now undertake targeted exit preparation during hold periods resulting in continuous improvement – in a volatile market, exit agility is imperative[5]

Sources: 1. Paperfree Alternative Investments, 2. Accenture, 3. Carta PE Survey, 4. PwC, 5. EY

Clearsight's Relevant Expertise

Recent Momentum

Sellside Advisor

BECKWAY

has received a majority investment from

Frontenac

September 2025

Sellside Advisor

APPLIED VALUE

has received a growth investment from

TRIVEST

August 2025

In today's private equity landscape, value creation is no longer about financial engineering – it's about unlocking operational alpha, embedding digital DNA with Artificial Intelligence, and building resilient, talent-driven organizations. The firms that win are those that specialize deeply, act decisively, and leverage data as a strategic asset across the investment lifecycle.

Sector Leadership

Joel Kallett
Managing Director
McLean, VA
jkallett@clearsightadvisors.com

John Rakowski
Managing Director
McLean, VA
jrakowski@clearsightadvisors.com

Brendan Curran
Managing Director
McLean, VA
bcurran@clearsightadvisors.com

Austin Kuhn
Vice President
New York, NY
akuhn@clearsightadvisors.com

Tom Foreman
Vice President
McLean, VA
tforeman@clearsightadvisors.com

The Leading Advisor to the Knowledge Economy

- **Sellside Advisor** — torrent consulting has been acquired by ZS
- **Sellside Advisor** — BECKWAY has received a majority investment from Frontenac
- **Sellside Advisor** — Applied Value has received a growth investment from TRIVEST
- **Sellside Advisor** — auxis has been acquired by Grant Thornton, a portfolio company of New Mountain Capital
- **Sellside Advisor** — mira Security has been acquired by Darktrace, a portfolio company of Thoma Bravo
- **Financial Advisor** — unosquare, a portfolio company of TRIVEST, has been recapitalized by Ridgemont Equity Partners
- **Financial Advisor** — azentio, a portfolio company of Apax, has divested Candela Labs to Sapiens
- **Sellside Advisor** — PQ has received a strategic investment from Webster Equity Partners
- **Sellside Advisor** — HURON has divested Studer Education
- **Sellside Advisor** — VERNDALE has been recapitalized by Trinity Hunt Partners
- **Sellside Advisor** — CELENT, a division of Oliver Wyman, has been acquired by GlobalData.
- **Sellside Advisor** — inspired Health has been acquired by West Monroe
- **Sellside Advisor** — LUMENCI has received a strategic investment from VSS and Century Equity Partners
- **Sellside Advisor** — AXIA Consulting has been acquired by HURON
- **Sellside Advisor** — Reservoir Communications Group has been recapitalized by Periscope Equity
- **Sellside Advisor** — Stapleton Group has been acquired by JS|HELD, a portfolio company of KELSO Private Equity
- **Financial Advisor** — PROVINCE has been recapitalized by TRIVEST
- **Buyside Advisor** — SRM Strategic Resource Management has acquired Kenneth J. Sole & Associates, Inc.
- **Sellside Advisor** — reference.point has been acquired by rgp.
- **Sellside Advisor** — number8 has been acquired by Software Mind backed by Enterprise Investors and ailleron
- **Financial Co-Advisor** — BlueRock has received a primary investment from OPHIR
- **Sellside Advisor** — Insigniam has been acquired by ELIXIRR
- **Sellside Advisor** — incapsulate has been acquired by accenture
- **Buyside Advisor** — rgp. has acquired CloudGo
- **Sellside Advisor** — PeopleResults has been acquired by IRI Consultants, a portfolio company of Clearview Capital
- **Buyside Advisor** — NMS Capital portfolio company hwp Health & Wellness Partners has acquired HYBRID
- **Sellside Advisor** — mra has been acquired by GeBBS Healthcare Solutions, a portfolio company of ChrysCapital
- **Sellside Advisor** — Phoenix Proven. Results. has been acquired by JS|HELD, a portfolio company of KELSO Private Equity
- **Financial Co-Advisor** — docereé has received a strategic investment from CREAEGIS
- **Sellside Advisor** — K Advisors has been acquired by BGB Group, a portfolio company of TPG
- **Sellside Advisor** — CORDIA has been acquired by Cherry Bekaert, a portfolio company of Parthenon Capital
- **Sellside Advisor** — oncore consulting has been acquired by gcom, a portfolio company of Sagewind Capital
- **Sellside Advisor** — CIVIX, a portfolio company of hkw, has divested its Critical Infrastructure Division to Modaxo, a division of Constellation Software Inc.
- **Financial Advisor** — enforce has divested its Australian Business to the Australian Entity of Deloitte.
- **Financial Advisor** — BEGHOU Consulting has received a strategic investment from Varsity Healthcare Partners
- **Sellside Advisor** — bionest has been acquired by accenture

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