

Operating Partners Forum Napa

Agenda

Pre-conference events - Wednesday, June 25, 2025

11:30 AM-3:00 PM Operating Partners Napa Winery Tour and Lunch Trip (for operating partners only)

Venue: Far Niente Winery

This excursion, solely for the operating partners attending the Forum, will include a tour of the estate with tastings of their exquisite wines and lunch provided. There will be a shuttle departing at 11:30 am from the event venue, Silverado Resort.

5:30-9:00 PM Operating Partners Forum Napa Pre-Event Welcome Reception and Dinner (for operating partners only)

Venue: Fairway Deck, Silverado Resort

Join the operating partners attending the Forum at our opening grand reception in Wine Country. Begin building connections over craft cocktails and gourmet fare before the conference kicks off. A relaxed welcome reception ensures you'll find familiar faces over the following two days. Then, meet other operating partners in a networking style dinner to discuss the industry, share ideas, and develop Forum goals.

Day 1 - Thursday, June 26, 2025

7:30 AM Registration and breakfast

THINK TANKS SERIES I

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

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

Room 1: Tech and Digital Operating Partners

Room 2: Human Capital/Talent Operating Partners

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

Room 3: GTM, Sales and Revenue Growth Operating Partners

Room 4: Finance Operating Partners

BREAKFAST DEEP DIVES SERIES I

8:30 AM Deep dive breakfast discussion 1 (for operating partners only) – Finance transformations for SaaS companies: providing a finance platform to drive growth

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

8:30 AM Deep dive breakfast discussion 2 (for operating partners only) – Tariff impact analysis: strategic implications for your companies

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

8:30 AM Deep dive breakfast discussion 3 (for operating partners only) – Executive compensation challenges and opportunities: talent partners uncover trends

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

8:30 AM Deep dive breakfast discussion 4 (for operating partners only) – Cyber workshop: practical tips to enhance security

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

9:10 AM PEI's welcome and chairman's opening remarks

9:30 AM AI adoption playbooks across functions at your portfolio companies

10:20 AM Maximizing value on exits - prepping for exit 24-36 months out


11:00 AM Networking break

11:30 AM Measuring operating partner performance: comparing scorecards

INTERACTIVE WORKING GROUPS SERIES I

12:10 PM Interactive Working Group 1 (for operating partners only) – AI for your sales, marketing and GTM strategy: accelerating growth

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



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

12:10 PM Interactive Working Group 2 (for operating partners only) – The future of finance: AI strategic initiatives for the office of the CFO

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

12:10 PM Interactive Working Group 3 (for operating partners only) – AI for the talent function: practical use cases

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

12:10 PM Tech and Digital Working Group 4 (for operating partners only) – Redefining digital transformations in the AI era

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

12:50 PM Networking lunch

12:50 PM Women in PE and VC value creation networking lunch (invitation-only for operating partners)

This closed-door networking lunch will allow the women in PE and VC portfolio operations to connect and build connections in the industry.

PANEL BREAKOUTS SERIES I

2:00 PM Track 1 Having a strategic impact as an operating partner on boards

2:00 PM Track 2 Personalizing your GTM manuals: how to do it

2:00 PM Track 3 Tech and Digital Room: AI's impact on cybersecurity: what operating partners need to know

PANEL BREAKOUTS SERIES II

2:40 PM Track 4 TPG case study: how operating partners align and deliver value creation with CFOs

2:40 PM Track 5 The keys to recruiting and developing talent for value creation

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

2:40 PM Track 6 Tech and Digital Room: Unlocking digital value creation for SaaS companies

3:20 PM Break

PANEL BREAKOUTS SERIES III

3:30 PM Track 7 Maximizing your impact in working with founder led company CEOs

3:30 PM Track 8 The operating partner's essential finance and accounting game plan

3:30 PM Track 9 Tech and Digital Room: Leveraging AI in due diligence

PANEL BREAKOUTS SERIES IV

4:10 PM Track 10 The portco CEO perspective and agenda: dos and don'ts for operating partners

4:10 PM Track 11 Sourcing and developing sales talent and commercial leaders

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

INTERACTIVE WORKING GROUPS SERIES II

4:50 PM Interactive Working Group 5 (for operating partners only) – Commercial metrics: an in depth look into win loss analysis for growth

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

4:50 PM Tech and Digital Working Group 6 (for operating partners only) – Comparing AI tools and resources: operating partner insights

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

5:30 PM End of day 1 and networking cocktail reception

Venue: Mansion Gardens at Silverado Resort

The Resort's Mansion Gardens 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.

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

Day 2 – Friday, June 27, 2025

7:30 AM Registration and breakfast

THINK TANKS SERIES II

7:45 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 Value Creation Teams

Room 2: Operating Partners

Room 3: Training for New and Emerging Operating Partners

BREAKFAST DEEP DIVES SERIES II

8:30 AM Deep dive breakfast discussion 1 (for operating partners only) – Operating Partner-Chief Revenue Officer dynamics: the keys to alignment

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

8:30 AM Deep dive breakfast discussion 2 (for operating partners only) – The value creation certification program

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

8:30 AM Deep dive breakfast discussion 3 (for operating partners only) – How is today's macro climate impacting your VCP and your role as an operating partner?

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

8:30 AM Deep dive breakfast discussion 4 (for operating partners only) – Successful approaches for hiring tech talent in the current marketplace

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

9:15 AM Chairman's welcome

9:20 AM Driving business performance in the current economy: operating partner playbooks

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

10:00 AM The C-suite of the future: what is needed to harness and accelerate value creation

10:40 AM Networking break

11:00 AM How operating partners are using AI effectively in different phases of the lifecycle

11:40 AM The evolution of operating partner-deal team alignment: what does the future look like?

12:20 PM Break

INTERACTIVE WORKING GROUPS SERIES III

12:30 PM Interactive Working Group 7 (for operating partners only) – Product led approaches: leveraging modernization and new capabilities

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) – Unlocking excellence: optimizing supply chain technology platforms

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 Tech and Digital Working Group 9 (for operating partners only) – Optimizing your tech due diligence playbooks

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 networking lunch (for operating partners only)

This closed-door networking lunch for tech and digital operating partners will provide an opportunity to expand your connections in digital value creation.

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

PANEL BREAKOUT SERIES V

2:00 PM Track 12 Accelerating finance transformations within the first 120 days

2:00 PM Track 13 Leveraging pricing as a key level in your commercial strategy

2:00 PM Track 14 Tech and Digital Room: Optimizing your R&D departments: how are you thinking about it?

2:40 PM AlixPartners presents the first annual digital value creation survey results

3:00 PM End of conference