

Operating Partners Forum New York 2024

Agenda

Pre-conference events - October 21, 2024 **Manhatta, 28 Liberty St, 60th floor, New York**

5:30-7:30pm Operating Partners Forum NY Pre-Event Welcome Reception (invitation-only for operating partners)

Join the operating partners attending the New York Forum at our opening grand reception. Exchange valuable insights with your peers in a relaxed setting and build your connections before the conference kicks off.

7:30-9:00pm Pre-event dinners to select for operating partners only: Heads of Value Creation - Team Leaders Dinner (invitation-only)

Join us for a VIP private networking-style dinner designed exclusively for the leaders of the value creation teams attending the NY Forum.

GTM, Sales and Revenue Growth Operating Partners Dinner (invitation-only)

Join us as we welcome the sales, revenue growth, marketing, and GTM operating partners attending the Forum for a private networking-style dinner to facilitate networking before the conference starts.

Technology and Digital Operating Partners Dinner (invitation-only)

Join us as we welcome the digital and tech operating partners attending the Forum for a private networking-style dinner to facilitate networking before the conference starts.

Finance Operating Partners Dinner (invitation-only)

Join us as we welcome the finance operating partners attending the New York Forum for a private networking-style dinner to facilitate networking before the conference.

Human Capital Operating Partners Dinner (invitation-only)

Join us as we welcome the talent partners attending the New York Forum for a private networking-style dinner to facilitate networking before the conference.

Day 1 - October 22, 2024

Downtown Convene, 225 Liberty St, New York

7:30 AM Registration and breakfast

THINK TANK SERIES 1

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

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

Room 1 Digital and Technology Operating Partners

Room 2 Human Capital/Talent Operating Partners

Room 3 GTM, Sales and Revenue Growth Operating Partners

Room 4 Finance Operating Partners

8:40 AM PEI's welcome: Operating partners compensation survey & chairman's opening remarks

9:00 AM Panel 1 Future value creation levers: what innovative initiatives are you driving and implementing?

9:00 AM Panel 2 The role of the operating partner in accelerating value creation from due diligence to year one

9:40 AM Panel 3 Operating partner-CEO dynamics: alignment and synergies for success

9:40 AM Panel 4 Operating partner-deal team dynamics: what does a successful partnership look like?

10:20 AM Networking break

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

10:50 AM Panel 5 Rewriting the value creation playbook for 2024 and beyond

10:50 AM Panel 6 Working with functional leadership teams to drive change in portfolio companies

11:30 AM Panel 7 Value creation planning: sharing perspectives beyond cost-savings

11:30 AM Panel 8 Board optimization: establishing effective governance, leadership, and expertise

12:10 PM Coffee break

INTERACTIVE WORKING GROUP SERIES 1

12:20 PM Interactive Working Group 1 (for operating partners only) | How do operating partners work best with portfolio company Chief Revenue Officers?

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

12:20 PM Interactive Working Group 2 (for operating partners only) | Operating partner-CTO alignment across the investment lifecycle

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

12:20 PM Interactive Working Group 3 (for operating partners only) | Operating partner-COO dynamics: growing your operations with better business processes

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

12:20 PM Interactive Working Group 4 (for operating partners only) | Talent partner-CHRO strategic partnerships

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

12:20 PM Interactive Working Group 5 (for operating partners only) | Working with your CFOs strategically: support, retainment, and development

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

1:00 PM Networking Lunch

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

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

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

FUNCTIONAL BREAKOUT SERIES 1

2:00 PM Track 1 Creating a winning go-to-market strategy in B2B SaaS

2:00 PM Track 2 Future-proofing cyber security for PE portfolio companies

2:00 PM Track 3 Human capital value creation best practices in the current economy

2:00 PM Track 4 Operating partner perspectives: what makes a great CFO?

2:00 PM Track 5 Building and developing high performing teams at your companies

FUNCTIONAL BREAKOUT SERIES 2

2:40 PM Track 6 Dissecting the future of sales: shifting away from old sales models

2:40 PM Track 7 Accelerating value creation through digital transformations: lessons learned

2:40 PM Track 8 Talent recruitment and retention optimization: sharing advanced strategies

2:40 PM Track 9 Leveraging cost optimization to unlock further VCP initiatives

2:40 PM Track 10 A practitioner's guide to driving value through procurement

3:20 PM Coffee break

FUNCTIONAL BREAKOUT SERIES 3

3:30 PM Track 11 Effective and seamless integration of commercial diligence with operational diligence

3:30 PM Track 12 Product roadmaps: mastering your product strategy as a key value creation lever

3:30 PM Track 13 Assessing CEOs and management team performance across the lifecycle

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

3:30 PM Track 14 Financial technologies to enhance your finance function's effectiveness across the lifecycle

3:30 PM Track 15 Unlocking the supply chain to maximize return: portfolio company views

FUNCTIONAL BREAKOUT SERIES 4

4:10 PM Track 16 Commercial and revenue growth best practices for the exit

4:10 PM Track 17 R&D optimization: aligning resources and initiatives with your business goals

4:10 PM Track 18 Integrating the human capital function as a key asset of your value creation team

4:10 PM Track 19 Leveraging the finance function to support the execution of your exit strategy

4:10 PM Track 20 An effective guide to ESG action and sustainability for your supply chains

4:50 PM Networking coffee break

INTERACTIVE WORKING GROUP SERIES 2

5:00 PM Interactive Working Group 6 (for operating partners only) | AI for your sales and marketing function: real world applications revealed

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

5:00 PM Interactive Working Group 7 (for operating partners only) | AI for finance: practical use cases revealed

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

5:00 PM Interactive Working Group 8 (for operating partners only) | AI's impact on the talent function in PE and on future workforces

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

5:00 PM Interactive Working Group 9 (for operating partners only) | AI's influence on tech and digital operating partners: what comes next?

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

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

5:00 PM Interactive Working Group 10 (for operating partners only) | AI for your supply chain and procurement operations

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

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

**Day 2 - October 23, 2024
Downtown Convene, 225 Liberty St, New York**

7:45 AM Registration and breakfast

THINK TANK SERIES 2

7:50 AM Think tanks for full-time operating partners: value creation war rooms (invitation-only for operating partners)

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

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

Room 2 Advanced Operating Partners

Room 3 Heads of Value Creation: Team Leaders Think Tank

BREAKFAST DEEP-DIVE SERIES

8:40 AM Breakfast deep dive discussion 1 (invitation-only for operating partners) | Working with founder led company CEOs: dos and don'ts

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

8:40 AM Breakfast deep dive discussion 2 (invitation-only for operating partners) | Value creation for the exit phase: operating partners share lessons learned

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

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

8:40 AM Breakfast deep dive discussion 3 (invitation-only for operating partners) | Creating synergies and alignment with your deal partners

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

8:40 AM Breakfast deep dive discussion 4 (invitation-only for operating partners) | Acceleration of cross functional integrations within your value creation teams

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

9:20 AM Chairman's welcome

9:30 AM Value creation playbooks in the current economy: operating partner lessons learned

10:10 AM The AI boom in PE: practical use cases across all functions

10:50 AM Networking break

11:10 AM The rise of operating partners: showcasing your value to the PE industry

11:50 AM Heads of value creation perspectives: what makes a great operating partner?

12:30 AM Coffee break

INTERACTIVE WORKING GROUPS SERIES 3

12:40 PM Interactive Working Group 11 (for operating partners only) | Advanced pricing strategies for your commercial function

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

12:40 PM Interactive Working Group 12 (for operating partners only) | Cybersecurity workshop: operating partners share war stories

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

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

12:40 PM Interactive Working Group 13 (for operating partners only) | Refining your ESG strategy within the value creation agenda

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

12:40 PM Interactive Working Group 14 (for operating partners only) | How to transform your business and create value across functions while being cash restrained

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

12:40 PM Interactive Working Group 15 (for operating partners only) | Workforce compensation modern trends

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

1:20 PM Networking Lunch

1:20 PM Functional specialist lunch discussion (invitation-only for operating partners)

FUNCTIONAL BREAKOUT SERIES 5

2:10 PM Track 21 Driving customer impact throughout the lifecycle

2:10 PM Track 22 Leveraging data science and advanced analytics in your portfolio operations

2:10 PM Track 23 From intent to action: how to protect and create value through sustainable operations

2:10 PM Track 24 Understanding the importance of org design in transformations

FUNCTIONAL BREAKOUT SERIES 6

2:50 PM Track 25 Aligning and accelerating your GTM, sales, and marketing operations

2:50 PM Track 26 An inside look into cloud cost implementation and optimization for your companies

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

2:50 PM Track 27 Employee benefits cost optimization for your portcos

FUNCTIONAL BREAKOUT SERIES 7

3:30 PM Track 28 Building and scaling effective commercial teams

3:30 PM Track 29 The role of data in driving higher exit valuations

3:30 PM Track 30 Comparing the evolving role of the finance operating partner in PE

4:10 PM Comparing value creation playbooks across the entire lifecycle

4:40 PM Closing remarks and end of conference