



Clients:

AEA Investors LLC
Audax Group
Aurora Capital
Baird Capital
Blue Point Capital
Catterton Partners
ComVest
Cordova, Smart & Williams, LLC
Current Capital
CVC (Citibank)
Goldner Hawn
Irving Place Capital
Kohlberg & Company
Meakem Becker Venture Capital
MIH Group
Patriarch Partners
Pfungsten Partners
Sun Capital Partners
Trivest Partners
Welsh, Carson, Anderson & Stowe

Tompkins Associates specializes in:

- Business and supply chain analysis and assessment
- Distribution network design and distribution center operations
- Material handling design and implementation services
- IT system assessment, selection and implementation support
- Strategic market planning
- Transportation

Tompkins Associates' scope of services are supported by strong benchmarking and best practices resources.

For more than 30 years, Tompkins has served a wide range of industries, including retail, automotive, consumer products, food and beverage, logistics service providers, pharmaceutical and medical products, and high technology.

Private Equity Firm Services

Acquisition Candidate Identification

- Develop M&A strategy
- Identify M&A candidate based on required qualification criteria
- Complete candidate cultivation and analysis

Before Acquisition: Due Diligence

- Perform market and competitor assessment / identify strengths and weaknesses
- Define operational cost reduction opportunities in the supply chain

Start Up: First 100 Days

- Refine strengths and develop a mitigation plan for weaknesses
- Implement cost reduction opportunities identified in due diligence

Growth Planning

- Perform market assessment
- Complete competitive analysis & benchmarking – SWOT
- Assess distribution & value chain
- Examine customer analysis and satisfaction

Supply Chain Excellence

- Assess opportunity for growth and margin improvements
- Implement the mitigation plan and the process of continuous improvement
- Continue to identify and implement cost reduction initiatives

Asian Sourcing and Entry

- Perform Asia “readiness” assessment of portfolio company
- Complete market entry analysis and business case development
- Identify and assess supplier(s)
- Establish sourcing strategy

Benchmarking & Best Practices

Commercial Due Diligence

Growth Strategy

Supply Chain Consulting

Warehouse Design & Operations

Asia Sourcing & Entry