



# QUARTERLY UPDATE

ENHANCING PORTFOLIO COMPANY PROFITABILITY  
AND PRIVATE EQUITY VALUE SINCE 2003

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### **Knowledge Transfer Curriculum Expands**

Recognizing our clients want as much value-for-dollar invested in Portfolio Companies, PIP continues to reinvest a portion of its own revenue in the development and implementation of complimentary information programs that make our clients smarter prior to, during, and after what we call "point-of-investment."

This program now includes nine different pre and post acquisition programs that can be offered remotely or in-person. Call us or [Click Here](#) to review curriculum and schedule a workshop. All workshop participants receive a valuable, easy-to-digest executive summary.

### **Customized Workshops Now Available**

Are there pieces of existing workshops you'd like combined? Our workshops can be tailored to meet your needs, experience levels, and the various roles of your audience. Simply call to review your needs and goals.

### **Introducing Knowledge Transfer Workshops for Portfolio Companies**

Our clients tell us many of our workshops, with tailoring, are worthwhile at the Portfolio Company level. Therefore, we are introducing functionally based Knowledge Transfer Workshops specifically for Portfolio Companies. Please call for more details on this new program. We will work with the Portfolio Company Management or designated contact to schedule all workshop details.

### **PIP Introduces Complimentary "Top-Down" Executive Briefings**

Senior management is deluged by the amount of information available daily. They'd like an executive summary, delivered in person, in plain English. The good news is we've heard you, and are ready to respond. PIP now offers clients a simple 60-minute briefing that identifies some of the most important trends to be aware of when making strategic and tactical decisions in the near and distant future. We'll be contacting PE clients to schedule this briefing at a mutually convenient time.

### **A Brief Commercial Message from Your Sponsor: 2009 A Banner Year**

- Our client list expanded to over 40 excellent firms.
- Engagements increased substantially.
- Clients correctly focused on two areas:

- 1) Strengthening post acquisition business operations and technical integration.
- 2) Re-implementations, i.e., improved use of existing application portfolio – including system upgrades, leveraging existing system's modules, purchasing 3rd party modules, process redesigning and functional user training.

PIP was featured in the July 20th issue of [Buyouts](#) magazine in the article *"It's Time To Heighten Your IT Due Diligence."* Copies are available upon request.

Please Call Anytime  
**(203) 261-1498**

[www.pip-llc.com](http://www.pip-llc.com)

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