



TREYA partners

Company Overview: Private Equity Value Creation

Treya Partners offers Private Equity (PE) firms and their portfolio companies comprehensive procurement value creation solutions, including Group Purchasing Organization (GPO) contracts, spend analytics, strategic sourcing services, and a Managed Portfolio Procurement (MPP) Program.



Leading Mid-Market Private Equity Procurement consulting firm (founded in 2006, HQ in San Francisco)



Comprehensive procurement offering including GPO contracts and strategic sourcing, addressing both indirect and direct spend



Dedicated team of procurement experts with deep PE-specific expertise



Unique approach that is collaborative, pragmatic, and nimble

Clients benefit from Treya's comprehensive suite of procurement services, achieving typical savings of

15%

Private Equity Procurement Value Creation

Our services deliver high-impact procurement value creation through both cross-portfolio and portfolio company-specific procurement programs.

10 - 25%

Cost savings through strategic sourcing and GPO contracts

3 - 10%

EBITDA improvement for portfolio companies

1 - 3 Months

Payback period

As a nimble and results oriented partner, Treya has created exceptional value for our portfolio companies. They are one of the select few partners that we work withThe ROI from their work has been very compelling and we continue to be pleased with their ongoing work in our portfolio.

- Senior Operations Executive, Top 5 PE Firm

Portfolio Company-Specific Optimization

Use our portfolio company-specific consulting engagements to generate 3-10% EBIT improvements. Let Treya lead data-driven procurement efforts for your portcos’ highest spend areas, utilizing a combination of GPOs, incumbent supplier negotiations, rapid RFQs, and comprehensive RFPs to create meaningful savings for your portcos. Our teams will do all the heavy-lifting, while partnering respectfully with your teams to fully understand their business needs and priorities.

Leveraged GPO Agreements

Piggyback on our multi-PE leveraged spend agreements for numerous indirect and direct spend categories. Drive substantial cost reductions quickly, in a risk-free manner, with minimal time and resource investment from portfolio companies.

Industry Agnostic, Data-Driven Approach

Benefit from our data-driven and nuanced approach, regardless of your portfolio composition. Our approach has created meaningful value for PE portfolios in numerous industries, including growth-focused technology, healthcare, manufacturing, retail, and distribution.

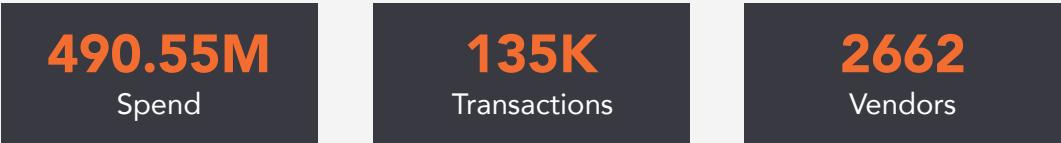
Managed Portfolio Procurement Program

Free up your operations teams to focus on working with portfolio companies on strategic initiatives and let us take on the burden of managing your procurement programs, utilizing a combination of world-class contracts, our multi-category procurement expertise, and a cross-portfolio analytics platform.

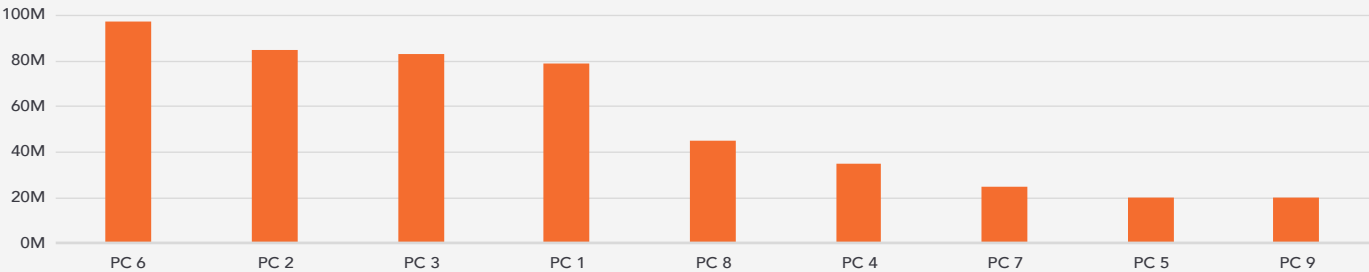
Cross-Portfolio Spend Visibility

Leverage our rules-based, self-learning spend analytics to access highly accurate data-mining of portfolio company financial data, gain comprehensive spend visibility, and identify high opportunity spend areas. Analysis can also be performed at the portfolio company level to support portfolio company specific initiatives.

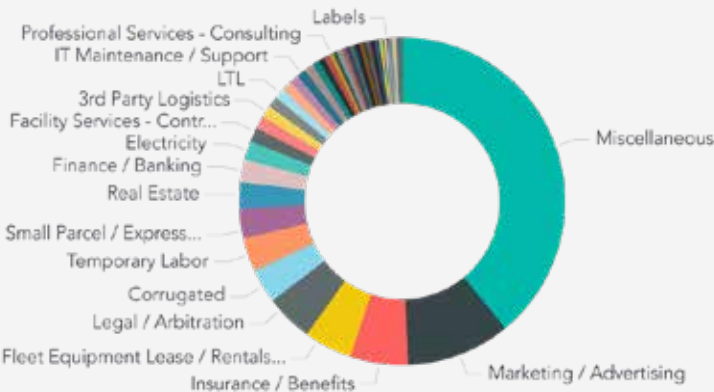
Sample Cross-Portfolio Spend Analysis Results



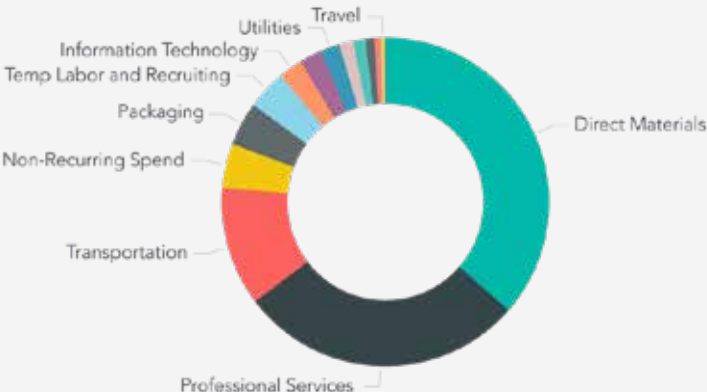
Spend by Portfolio Company



Spend by Category



Spend by Sub-Category



Managed Portfolio Procurement (MPP)

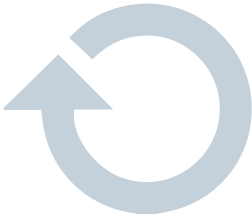
- Address common indirect categories (Office Supplies, Small Parcel, MRO, Copiers, IT, etc.) across a PE portfolio
- Utilize outside GPO leverage

Treya GPO Contracts

- Tackle areas where external GPOs don't exist (airlines, hotels, AWS, ADP, wireless, etc.)
- Manage full contract lifecycle (sourcing, implementation, renegotiation)

- Conduct portco-specific procurement opportunity assessments (typically focusing on non-GPO areas)
- Pursue portco-specific spend management initiatives that typically deliver 3-10% EBIT improvement

Portco Specific Initiatives



PE Direct Contracts

Analytics

- Develop portfolio-wide spend cube
- Track contract utilization and pricing to ensure program adoption and savings maximization

Program Management

- Provide overall end-to-end program management
- Offer comprehensive contract portfolio
- Handle portco contract onboarding
- Facilitate CPO forums on best practices

Best of breed contracts

Full procurement value realization

Comprehensively managed program fully implemented, relevant, and refreshed over time

MPP can be fully vendor funded, with the exception of portco specific projects