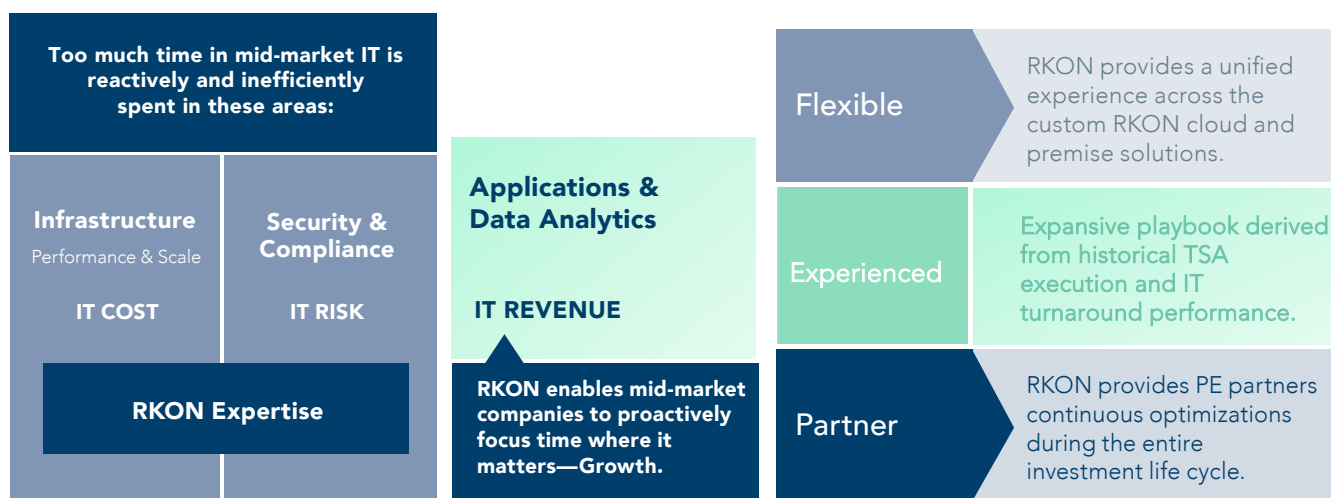# RKON Unlocks Technology Complexity to Execute Key Outcomes for Private Equity Firms:

- Fast delivery of managed IT infrastructure and security, ensuring compliance, cost predictability, and enhanced performance for high-growth PE portfolio companies;
- Rapid execution of (IT infrastructure) carve-outs to meet TSA deadlines;
- Unlocking cybersecurity compliance complexity in 60 days

IT can get in the way of valuation potential without the right partner. **RKON leverages over 10 years of experience as a full IT transaction life-cycle partner for high-growth mid-market companies. RKON is an all-in-one transformation partner** capable of rapidly executing transition goals, including optimizing performance, maintaining ongoing operations while making improvements, and ultimately creating flexible and portable exit options. RKON excels in execution throughout the entire life cycle.

Rapid Transition Services	Transformation Services	Rapid Bolt-on Services	Maximum Exit Valuation
$	$	$$$	$$$$
• IT Carve-Outs	• Cloud Migration	• Compliance-as-a-Service	• Portable
• Bolt-On M&A	• IT-as-a-Service	• Security Operations	• IPO Ready
• IT Turnaround	• IT Consolidation	• Data Recovery	• Secure & Compliant
• Security Breach	• Managed Security	• Governance	• Cost-Optimized
• Onsite Remediation	• Operations Consolidation	• Further Cost Optimization	• Stable

Too much time in mid-market IT is reactively and inefficiently spent in these areas:

Infrastructure
Performance & Scale

IT COST

Security & Compliance

IT RISK

RKON Expertise

Applications & Data Analytics

IT REVENUE

RKON enables mid-market companies to proactively focus time where it matters—Growth.

Flexible — RKON provides a unified experience across the custom RKON cloud and premise solutions.

Experienced — Expansive playbook derived from historical TSA execution and IT turnaround performance.

Partner — RKON provides PE partners continuous optimizations during the entire investment life cycle.

Our experience has shown that mid-market companies struggle with turning infrastructure technology into a competitive advantage. When security and operations are added, the result is often an IT department that is reacting to problems and not executing strategic value. RKON excels at managed infrastructure and security to enable your portfolio company to focus on growth.

RKON's Proven PE Value

EXAMPLE 1

Carved-Out a Business Unit from a $50B Company

RKON was hired to provide full interim IT leadership to design, migrate, and host fully functioning IT on the RKON RVI cloud in 90 days. RKON maintained security and network operations management for over 1,500 employees until it was transitioned to a new buyer.

EXAMPLE 2

Rapid IT Performance Turnaround

A PE firm enlisted RKON services to provide IT leadership to rapidly resolve excessive IT downtime, which prohibited productivity and financial reporting. RKON stabilized the systems with a remediation plan in two weeks and then upgraded the environment to a next-generation, high-performance infrastructure for long-term stability, which culminated in an IPO.

EXAMPLE 3

Multinational Carve-Outs and Life-Cycle Partnership

RKON transitioned business and financial applications in 90 days to the RKON RVI cloud during the carve-out of a company with over 3,000 employees. Though RKON was brought in two months into the TSA, we finished on time due to the flexibility of the RKON (move as is) Cloud. After the move, compliance and disaster recovery were added. RKON's flexibility enabled further carve-outs from the RKON cloud to new buyers, as well as merging new acquisitions to the RKON environment.

EXAMPLE 4

IT Optimization and Security Compliance in Preparation for IPO

RKON was brought in to resolve significant IT downtime in a high-growth retail company with 100 locations. In 10 days, RKON migrated applications to the stable and compliant RKON RVI cloud. IT strategic leadership was provided to implement a suite of security and compliance solutions in 60 days as well as serve as the primary interface to compliance auditors.

10 Ways IT Impacts Valuation of PE Portfolio Companies

1. **Cybersecurity** gaps pose a risk to reputation, revenue and (unpredictable) costs.

2. **Non-compliance** is often unpredictable and creates large-scale remediation projects or an inability to acquire new customers.

3. **Cost optimization** often eludes companies due to oversimplified cloud business cases, migration planning, and current asset utilization.

4. Costs increase and stakeholder experience decreases without skilled, tiered, & **unified operations** with tools and automation.

5. Lacking **cost predictability** and timely execution of strategic initiatives from late or slow IT creates valuation risks and unsteady cash flow.

6. For high-growth companies, a lack of **agile infrastructure performance** delays the execution of new strategic-growth initiatives.

7. Failing to access **historical performance reports** adds risk for a PE acting as a buyer or seller. Proof assuages fears and buoys value.

8. Acquiring **personnel expertise** in new technology, security, and operations is a mid-market challenge with places risk on cost and (new) revenue.

9. **Maintaining personnel**, evidenced by high turnover rates, adds risk, time, and cost and is an inevitability of acquisitions and mergers.

10. When standards-based IT infrastructure can be rapidly built upon or assimilated after a transaction, this **IT portability** adds transition speed and reduces cost and risk.

Let RKON be your Partner for

- Executing IT Carve-Outs, Fast!
- IT Security and Optimization of Portfolio Companies
- Unlocking the Complexity of Cybersecurity Compliance