



Ropella360

A catalyst for connection

The DEAL FLOW Accelerator SystemSM



Clear Investment Thesis + Backable Executive = Great Investment Results

The backable executive often brings invaluable industry-specific insights and moves the needle when identifying value-creating opportunities for investors. With Deal Flow Accelerators, we move the needle together.



The DEAL FLOW Accelerator SystemSM

2-Stage/12-Step Process

The Backable Executive Introduction Service

Deal Flow Accelerators (DFA) enables private equity to establish strong partnerships with industry-leading transformational executives so that together they can acquire and build companies while applying a backable executive's vision or thesis.

Leveraging Ropella's network developed through 35+ years of executive search, DFA has access to a global network of C-suite executives, board members, and investors with extensive backgrounds in chemicals, material sciences, and general industrial manufacturing.

DFA uses this competitive advantage to identify and initiate actionable conversations with highly recognizable Executives. Who, in partnership with Ropella 360, provide access to proprietary off-market deal flow. Leveraging the backable executive's notoriety, along with laser-like targeting for a platform acquisition in a new thesis lane, dramatically reduces barriers and promotes valuable conversations with founders and stakeholders.

Stage One — Steps 1-6



STEP 1
Explore Platform
or Bolt-on Thesis



STEP 2
Discuss Ideal
Profiles and
Acquisition Targets



STEP 3
Prepare Backable
Executive Search
Collateral



STEP 4
Review
Executive Profiles



STEP 5
Conduct Interviews
and Confirm Thesis Fit



STEP 6
Finalize Backable
Executive's Engagement
Letter

WEEKS 1-3

WEEKS 3-12



Ropella 360 has been very helpful to our firm as they have completed 2 CEOs & 2 information searches in the last 8 months. Having previously worked for a leading executive search firm (Russell Reynolds) & utilized multiple others, I can tell you Ropella's SMART Search System is world class & delivered extremely high quality & fast results. I highly recommend their strategic "search" capabilities and relationship building skills.

Chris Wright

Partner, Alderman & Enterprises



Leveraging our extensive database, deep relationships with founder/owners, and unique approach, Ropella 360 makes meaningful introductions to a highly-targeted list of acquisition prospects, enabling the backable executive to focus on accelerating their venture.

DFA is one of the few programs in the nation that maximizes an executive's time by providing acquisition prospects and simplifying complex processes.

Stage Two — Steps 7-12



STEP 7

Confirm Platform
or Bolt-On Acquisition
Target List



STEP 8

Begin Deal Flow
Networking Campaign



STEP 9

Conduct Exploratory
Discussions With
Owners



STEP 10

Term Sheet/LOI
Submissions



STEP 11

Conduct Due
Diligence and
Close Platform Deal



STEP 12

Identify Add-On
Acquisition and
Begin Step 9 Again

WEEK 12 TO 6 MONTHS

TYPICALLY COMPLETED WITHIN 6 MONTHS TO 1 YEAR

The Backable CEO And Executive Deal Flow Service

Deal Flow Accelerators serves as a compliment to a private equity firms' business development team. Working in partnership with an industry-leading Backable Executive to identify proprietary acquisition opportunities.



Ropella 360 successfully sourced a CEO to lead our buy-and-build strategy for a new platform company in just a few short weeks, enabling us more time to create value during our hold period. Ropella 360 is now an important part of our front-end origination efforts.

Rudi Coetzee
Operating Partner, ARTEMIS



Ropella 360's process is highly efficient and of the highest quality. They are well-networked to find and place high-level talent quickly. Further, it has been my pleasure to recommend Ropella 360 for searches. They've delivered high-quality candidates 100% of the time. Also, Ropella 360 has successfully marketed my own candidacy for board positions in private equity companies. They are well respected by client companies when presenting candidates for potential opportunities. In my view, Ropella 360's performance as a search firm is among the best in the industry.

William J. Harvey
President (Retired) DuPont



Contact Us to See How Ropella 360 Can Put the Deal Flow Accelerator System to Work for You

850.983.4777 or info@ropella360.com



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