

Ordiant

We advise middle market and growth stage companies on corporate finance, corporate development, and operational and internal financial improvement. We actively help clients build long term equity value.

Clients

By engaging Ordiant, clients gain a partner that will deeply understand their business, and that will actively drive sophisticated value creation strategies that produce strong results. Below are examples of clients we typically serve.

	Middle Market	Growth Stage
Ownership	Founders, families, and partners. Non-private equity owned.	Non-traditional venture investors, founders, corporate investors, and joint ventures.
Revenue	\$40m to \$800m	\$25m to \$150m
Industries	Generalist	Typically focused on more capital-intensive business models.
Geography	U.S.	U.S.
Situations	Companies seeking to engage on a long term value creation campaign, or companies in operational and financial turnarounds that aim to get back on a consistent value creation footing. Ordiant also engages with clients involved in complex special situations.	Companies that have clear product differentiation and adoption, and that are either transitioning to positive cash flow, or are already growing through retained earnings. Ordiant also engages with clients involved in complex special situations.

Difference

Partnership Approach

We view ourselves as partners to clients. We're accountable, reliable, and we think about risks and opportunities as an owner would.

Business Model

We don't charge closing fees, sell one-off services, or charge hourly fees. Our alignment of interest leads to exceptional relationships and results.

Comprehensive Service




We help clients execute all of their corporate finance and strategic initiatives.

Engagement Formats

Our unique engagement formats enable us to singularly focus on addressing the needs of clients.

	Ordiant	Investment Banks, External CFOs, and Management Consultants
Client Portfolio	Concentrated. We spend upwards of 1,500 hours per client per year, enabling us to add distinct value.	Diversified
Breadth of Work	Comprehensive	Transactional, project-based, or highly specific.
Nature of Relationship	Long term. We work with clients for many years, which enhances our ability to produce strong results for them.	Typically short term, or a bridge to another solution.
Scope	Highly dynamic. Solely focused on client results.	Constrained. Focused on providing a specific service based on a specific scope.
Focus	Partnership oriented.	Service offering oriented.

Comprehensive Approach

	Ordiant	Investment Banks	External CFOs	Management Consultants	Private Equity
Internal Finance & Operational Improvement	 Intense focus on driving value through operational improvement		 Primarily focused on financial aspects	 Often constrained to specific projects and oriented around operational improvement and unit economics	 Focused on overall strategy. Often outsources work to consultants, and internal management
Acquisitions & Corporate Development	 Spans the full M&A and corporate development lifecycle	 Transactional, and conflicted in terms of fee structures	 Indirectly	 Typically focused on due diligence, integration, or post-close operational improvement	 At a board level
Capital Structure & Financing	 Focused on equity value accretion. Agnostic about deal work otherwise	 Transactional, and conflicted in terms of fee structures	 Indirectly		 At a board level, and a provider of capital
Turnarounds & High Growth	 Comprehensive	 Unless engaged for restructuring or deal work	 In a support function	 More narrowly focused	 Only at a board level. Often outsources work to consultants, and internal management

Engagement Formats

Short Term (Six Month)

Price Range

\$18,250 to \$30,250 per month*.

Alignment

Ordiant is incentivized to exceed the expectations of its clients such that they have confidence to enter into a longer term engagement format.

Benefits

Clients can judge Ordiant's ability to add value prior to making a longer-term commitment.

Long Term (Annual or Multiyear)

Price Range

\$16,500 to \$27,500 per month*.

Alignment

Ordiant's performance fees are tied to the client's fundamental financial performance, such as free cash flow, offset by measures of risk, such as leverage and fixed charge coverage.

Benefits

Priced at a 10% to 15% discount to a short-term engagement format. Ordiant is highly aligned with the client.

* Subject to Ordiant's underwriting of the engagement, inflation adjustments, Ordiant's staffing on client relationships, the client's objectives, and other similar factors.

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