



Morgan Hill Partners' Operational Engineering Builds Better Businesses

Good business triumphs over good products all day long. The better the business, the better the returns. However, good business is complex and arguably the single most sizable hurdle to conquer for growth companies and those that invest in them. Morgan Hill Partners (MHP) believes the best way to maximize a return-on-investment is to infuse capital along with experience. We consider exceptional experience to be the hidden x-factor, ultimately accelerating greater returns more often. High-performers are a rarified commodity and this is the MHP differentiator.

We are a one-of-a-kind boutique firm, spanning 400+ years of combined experience with a team of highly skilled operators who have repeatedly driven success across all stages of business from growth to exit. Our bench and network of top tier connections is unparalleled in breadth and depth. This is our methodology we call Operational Engineering.

The Science and Art Behind MH's Operational Engineering

The Science

Good business requires balancing the non-linear relationships between necessary business functions. To better navigate these patterns quickly and successfully, experience is key. It requires:

- The leadership of experienced decision-makers.
- A process framework allowing for dynamic adaptation to shifting patterns of business which occur more often during the growth stage vs. any other phase of business.
- Operating partners deeply skilled in the core business disciplines including finance, marketing, sales, employee services, technology, etc.
- Ready access to a bench of operating partners with sector-specific disciplines like supply chain, ecommerce, distribution, retail, to name a few.

The Art

The Art of Operational Engineering reaches its pinnacle when a confluence of circumstances is achieved, causing the sum of the total to become greater than the value of any individual part. MHP has achieved this confluence with a uniquely special group of operating partners. Each MHP operating partner:

- Has had a unique one-of-a-kind journey achieving a high level of success in their field.
- Has the ability to dissolve ego and work together to achieve results.
- Has the proven ability to operate successfully in a dynamic growth environment.

Backed by a Partnership Model

No two opportunities are the same. However, MHP prides itself on our agility and ability to rapidly assess the needs of our clients. We engage with curated teams of operators and associates specific to each client. Unlike traditional management consultants, we are partners working boots on the ground, side by side with our clients to execute. As partners, we tie our compensation directly to the success of our clients.