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# M&A Strategic Advisory

Origami is a change-the-business advisory.  
We help companies improve, grow and create  
lasting change, while supporting the teams  
running-the-business.

**Change-the-business** projects (**CtB**), such as M&A, get derailed when companies use **run-the-business** teams (**RtB**) to execute them. You need **change-the-business** capacity of professional operators that understand the long-term implications of **CtB** transactions to work alongside/complement/support your team.

We have extensive experience in **CtB** projects of all types. We are career operators that had to manage the resulting business. Our clients trust us to plan and execute **CtB** projects. We've been CEO's, CFO's, GM's, and GC's. We've built, operated, capitalized, bought and sold companies.

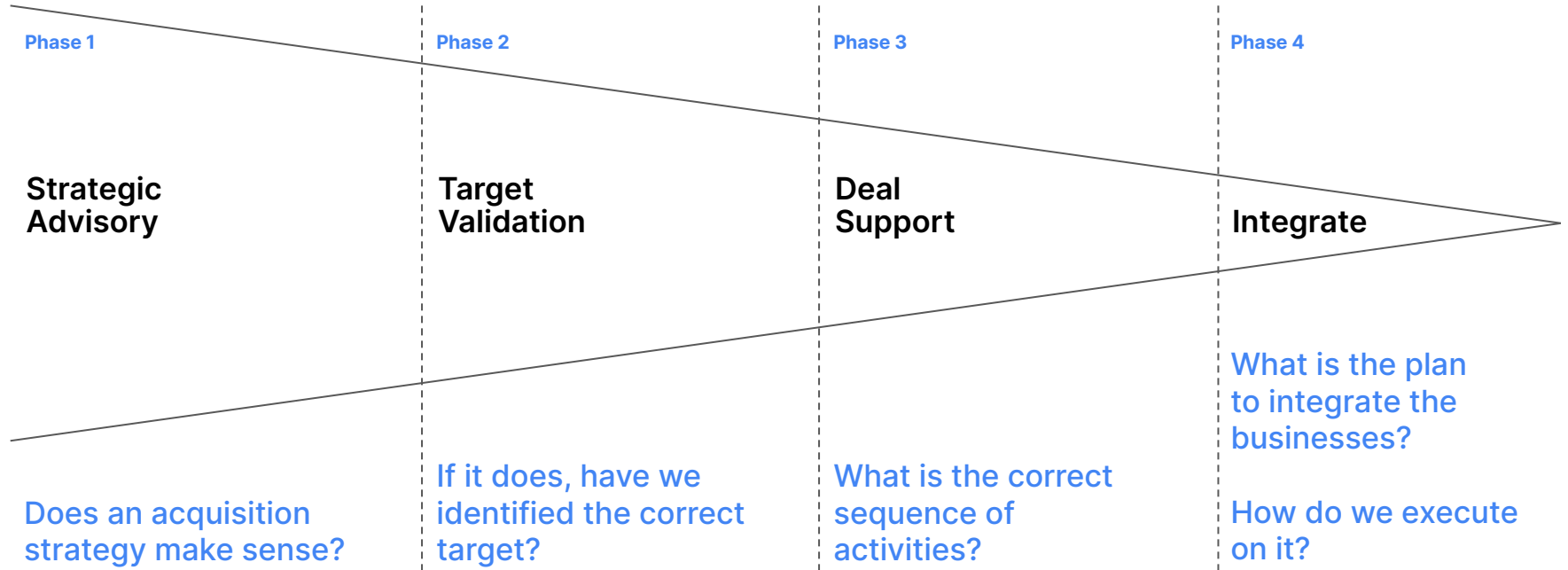
# We bring a team that has worked together to successfully acquire, integrate and operate over 50 acquisitions.

**Jed Alpert** is former attorney, technology founder and software executive and the President of Origami. Prior to Origami he led the largest and fastest growing division of the NASDAQ listed company which acquired the business he founded and where he worked with Kirk Larson. He has closed and integrated over 20 acquisitions and led due diligence and integration planning.

**Kirk Larson** is an experienced mergers and acquisitions executive, with nearly all of his career in-house at technology companies. He worked with Jed Alpert as General Counsel of a NASDAQ listed company that grew via acquisitions. Prior to Origami, he led Corporate Development for a PE-backed international software company.

**Frederik Roikjer** has 15 years of experience across M&A and IPO operations, advisory, and venture. Most recently he was CFO of a PE owned logistics business. Prior to that, he founded and ran a VC fund. Before that, he was a technology investment banker in London and New York, focusing on equity and debt transactions totalling over \$5B.

Origami is your partner through all key deal phases



### Business unit consolidations

Consolidated a multinational business with over 800 employees across 10 regional business units into a global functional organization.

### Organizational Restructuring

Sale of business unit of a software company which included an intercompany fee agreement whereby the larger entity provided G&A services to the newly formed entity.

### Equity Investments / recapitalization

+\$1b IPO offering, banked by Goldman Sachs, JP Morgan, amongst others.

### Debt Financing

Ran auction process for replacement of existing lender, with upsizing and a facility structure (i.e. revolver, accordion, and term loan blend) more favorable to the company.

### Acquisitions

Target identification, diligence, deal execution, integration and ongoing operations of purchase of greater than \$170mm.

### Services

- **Corporate Narrative**
- **Employee Placement**
- **Human Resources**
- **Inter/Intra-company Service Agreement**
- **Liability Insurance (E&O/D&O)**
- **Financial Processes and Systems**
- **Overall Corporate Risk**

“Having worked with Kirk on a number of business-critical projects, I have full confidence in the Origami team to plan, lead, and execute change-the-business projects.”

— James Denena  
CFO, Snow Software, Inc.





We bring a team that has worked together to successfully acquire, integrate and operate over 20 acquisitions.

Our guidance is long-term. Our goal is for our clients to benefit from our decades of operational and transformation experience.

**For more information on  
Origami's M&A Strategic Advisory,  
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