

# Quality of Operations<sup>™</sup> and IT Due Diligence

---



TRIVISTA

# Enterprise Excellence Starts with TriVista's Quality of Operations™ and IT Due Diligence

In today's private equity environment, investors face unprecedented pressure. Deal flow is constrained, interest rates remain elevated, and competition for quality assets is fierce. Compressed deal timelines and increasingly complex roll-up strategies require diligence to move faster and align with today's pre-LOI environment, where much of our work now takes place. At the same time, investors face the challenge of deploying record levels of dry powder quickly and wisely.

To meet these demands, sponsors are relying on operational value creation and IT enablement as critical levers. An integrated operations and IT assessment equips them to act with speed and confidence during the deal process, while also building a strong foundation for sustainable post-close value.



**Speed, scalability, and integration of Ops + IT are now essential to diligence.**

# Quality of Ops™ & IT Objectives

TriVista's Quality of Ops™ methodology is our trademarked framework for operational and IT due diligence. This framework is designed to provide practical insight into the business's operations, risks, and value creation opportunities that a PE firm can incorporate into financial modeling, investment theses, and post-close execution. The Quality of Ops™ methodology extends diligence beyond the numbers, offering sponsors a structured, operator-led framework to evaluate people, processes, systems, and assets holistically.

## Quality of Ops™ & IT Approach

### Identify Operational and IT Risks

Identify risks, including red flags, that could destroy value or hinder post-close initiatives across people, processes, and systems. Gain confidence in your investment and the ability to execute.

### Comprehensive Value Creation Strategy

Develop a practical and actionable value creation roadmap that provides accurate targets and enables faster post-close planning with long-term initiatives and quick wins.

### Assess Scalability and Maturity

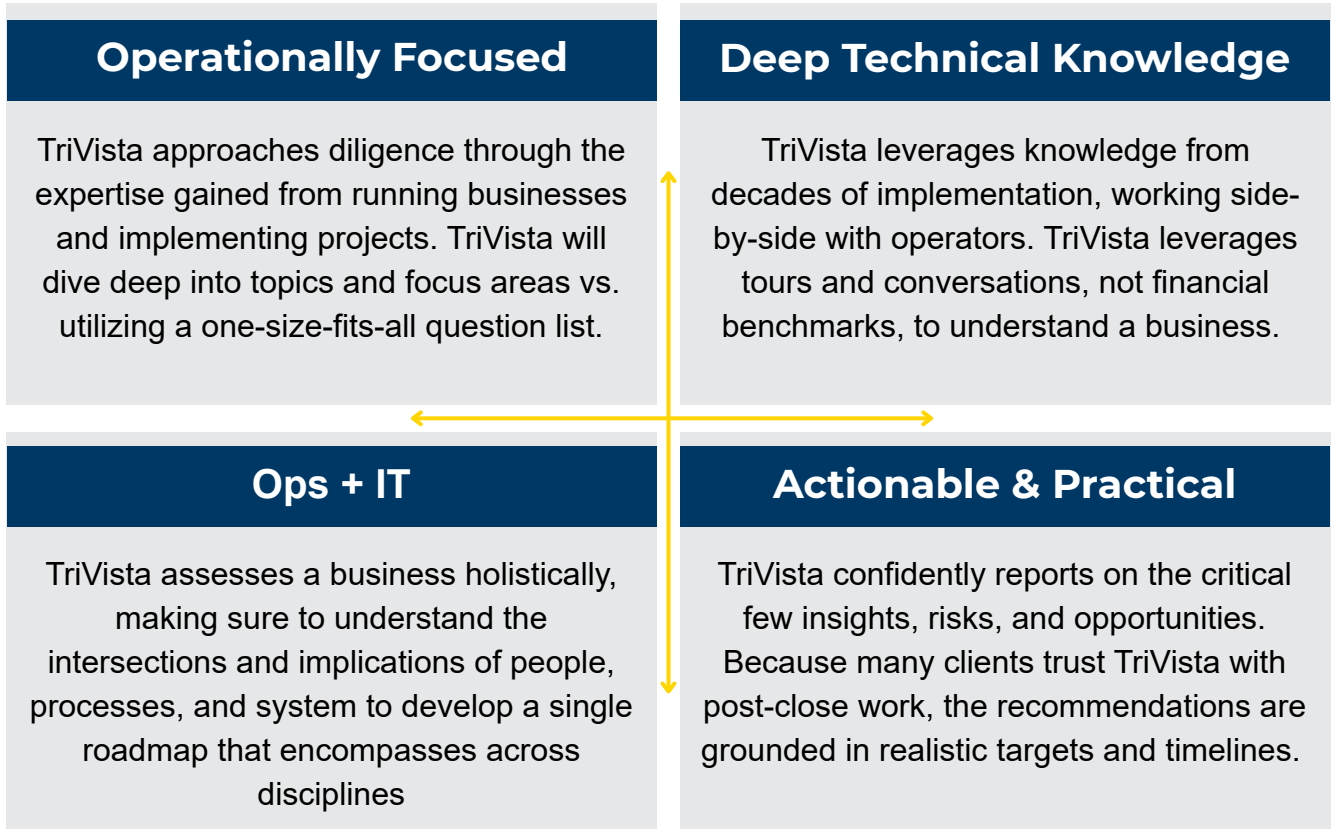
Assess the business's capability to meet organic and inorganic growth targets that often strain manufacturing capacity, operational practices, and IT system capabilities.

### Review Organizational Capability

Assess the business's governance to handle change and implement the value creation plan, including culture, governance practices, functional processes, key metrics, and business systems.

# Quality of Ops™ & IT Methodology

TriVista pioneered the Quality of Ops™ framework nearly 20 years ago and has been the industry gold standard ever since. TriVista leverages functional expertise, grounded in hands-on experience with a shop-floor approach.



## Key Functional Areas

- Leadership & organizational capability
- Supply chain & sourcing resilience
- Manufacturing & operational performance
- Sales, Inventory & Operations Planning (SIOP)
- Capital expenditure (CapEx) planning & requirements
- Integrated Operations + IT enablement
- Business system
- IT infrastructure
- Cybersecurity
- ESG, compliance, and risk management
- Integration and cost synergies



# Case Studies

In one representative engagement, TriVista identified \$2.5 million in EBITDA expansion and \$7.5 million in working capital improvements for a \$100 million transaction.

More recently, we have supported hundreds of investors with operational and IT diligence to uncover risks and create value creation roadmaps.

[Read more case studies >](#)



**Operational due diligence helps investors move quickly and confidently by evaluating operations and IT, uncovering value creation opportunities, and building a roadmap for growth.**

## Why TriVista

TriVista stands apart from other diligence providers by combining operator experience with pragmatic, investor-focused insights. Our teams move quickly and flexibly, tailoring our work to deal timelines while ensuring findings are practical and achievable. Unlike firms that deliver theoretical recommendations, we provide grounded, actionable roadmaps that hold up post-close. Our practitioner-led approach, integration of operations and IT, and focus on execution have made us the trusted diligence partner for leading private equity firms worldwide.

# Conclusion

The need for robust due diligence has never been greater. TriVista's Quality of Ops™ methodology equips investors with the operational and IT insights they need to move quickly and confidently, mitigating risks while identifying tangible value creation opportunities. Whether assessing a standalone company or a roll-up platform, TriVista provides the clarity and roadmap investors need to succeed.

For more information, contact our  
**Transaction Advisory Leadership Team**

## **Gavin Fielden**

Managing Director  
gavin.fielden@trivista.com

## **Kevin Havel**

Principal  
kevin.havel@trivista.com

## **Rick Kueller**

Principal  
rick.kueller@trivista.com

## **Jim Gwynn**

Director  
jim.gwynn@trivista.com



TRIVISTA

### **About TriVista**

TriVista is an operations, IT, and supply chain consulting firm that provides operational and IT due diligence to private equity firms, and performance improvement support to operating companies. As private equity's leading advisory firm, we've partnered with the world's top investors and executive leadership teams to transform businesses and drive enterprise value. Learn more at [trivista.com](https://trivista.com).