



CASE STUDY PRIVATE EQUITY

SPEND CUBE

LITTLEJOHN & CO.

FROM DATA TO DOLLARS: HOW SIMFONI'S SPEND CUBE
HELPED TURBOCHARGE VALUE CREATION FOR
LITTLEJOHN

ABOUT LITTLEJOHN

Littlejohn & Co., LLC operates in the U.S. as a private equity firm focused on management buy-outs, acquisitions, mergers, recapitalizations, restructuring, and additional corporate situations. The firm specializes in companies requiring an operational turnaround particularly in a variety of industrial and service sectors.

PORTFOLIO ACCOUNT INDUSTRIES REPRESENTED:

- Automotive
- Building Products
- Business Services
- Consumer
- Energy
- Food & Beverage
- Healthcare & Pharma
- Industrials
- Environmental Tech
- Plastics, Chemicals & Specialty Materials
- Tech Services
- Transportation & Logistics

THE CHALLENGE

In today's rapidly evolving business landscape, private equity firms face the challenge of optimizing costs and maximizing operational efficiency across their diverse portfolio of investments.

Littlejohn needed a solution that could harmoniously aggregate, analyze, and distill spend data from disparate sources across their entire portfolio. The solution had to be robust enough to accommodate the intricacies of each portfolio company while providing a unified lens through which spending patterns, trends, and potential savings could be comprehensively assessed.



SIMFONI'S APPROACH



Littlejohn, facing the challenges of an ever-evolving market landscape, found a transformative ally in Simfoni's groundbreaking spend analytics platform for Private Equity. Simfoni's platform offered enhanced visibility into intricate spending patterns, providing a profound understanding of the financial landscape. Through this newfound clarity, they uncovered hidden cost-saving opportunities, which had previously eluded them. Simfoni's proactive approach, spanning their entire portfolio and individual accounts, paved the way for informed and strategic decision-making. It was a partnership that transcended conventional solutions, as Simfoni's expertise in indirect spend categories maximized the potential for savings. The platform's user-friendly interface and intuitive dashboards ensured that Littlejohn's team could effortlessly harness its power.

RESULTS



15

Spend data from 15 portfolio accounts consolidated into a single taxonomy



39K

Suppliers analyzed for cross-portfolio savings opportunities



\$3.8B

in total spend analyzed



~\$140M

Supplier commonality spend identified for additional savings capture



CONCLUSION

In a world marked by uncertainty, Simfoni's Spend Cube for PE solution emerged as a beacon of efficiency, helping Littlejohn navigate the complexities of procurement with confidence and precision

Simfoni's Spend Cube for PE solution includes:

- **Easy-to-use Interface & Dashboards**
- **Competitive Price-Point**
- **Proactive Opportunity Assessments (Across Entire Portfolio and Individual Portfolio Accounts)**
- **Deep Category Expertise across Indirect Spend Categories to maximize savings potential**
- **Supplier Commonality Reporting and Detailed Portfolio Collaboration Roadmap**



SAN FRANCISCO

450 Townsend St
San Francisco
CA 94107
United States

+1 415 231 3691
info@simfoni.com

CHICAGO

444 N Wells St
Ste 502, Chicago
IL 60654
United States

+1 312 766 0240
info@simfoni.com

NEW YORK

18Cattano Ave
2B, Morristown
NJ 07960
UnitedStates

+1973 9369672
info@simfoni.com

UNITED KINGDOM

85 Great Portland
Street, London
W1W 7LT
United Kingdom

+44 33 3880 6682
info@simfoni.com

MIDDLE EAST

24th Floor, Al Sila Tower
Abu Dhabi Global Market,
Al Maryah Island, PO Box 128666
Abu Dhabi, UAE

+971 4431 0515
info@simfoni.com

