



# FROM VULNERABLE TO VALUABLE:

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RLH EQUITY PARTNERS  
TAPS AGIO TO MAXIMIZE  
PORTCO VALUE



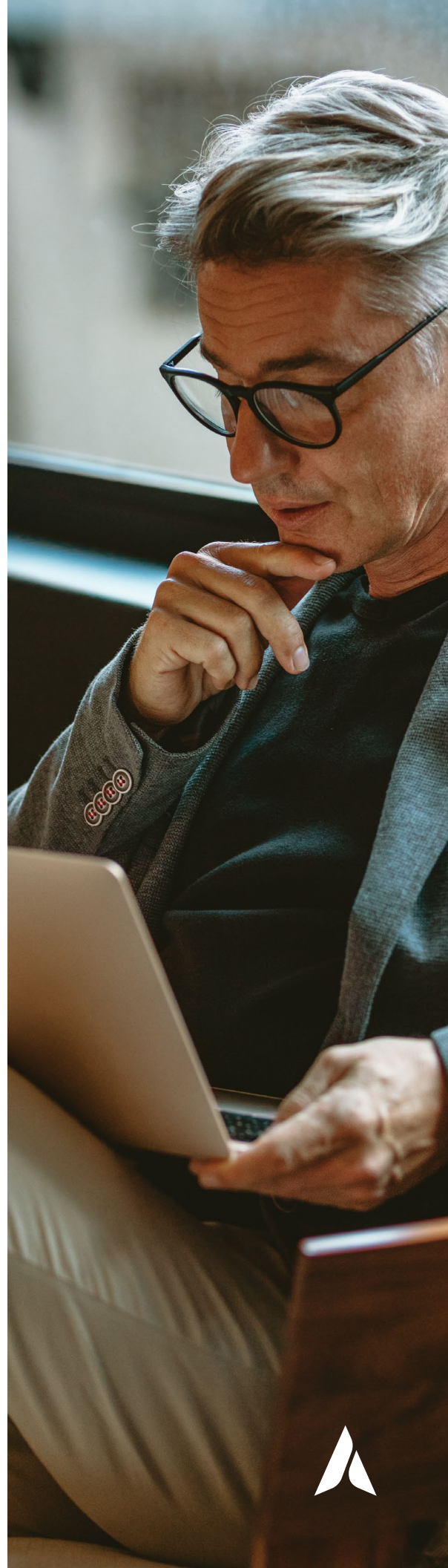
## PICTURE THIS...

You're a private equity firm managing over \$1 billion in assets. You have a majority stake in a PortCo that isn't hitting growth targets, and it's clear that a maze of infrastructure inefficiencies and cybersecurity vulnerabilities is holding them back.

While it's not a deal breaker, tackling these problems will speed up a future diligence process and reassure potential buyers that they won't have to take it on themselves.

The problem? Your PortCo needs more resources to handle a deep dive into their systems, and hiring someone internally doesn't make sense. You know they need a specialized third party to guide and support them through risk assessment and remediation.

So, you turn to Agio, your own trusted cybersecurity and governance provider.





# A PORTCO'S STRUGGLE WITH LEGACY INFRASTRUCTURE & CHANGE

Every investment decision carries weight, and you're keenly aware of technology's crucial role in creating an attractive asset. The goal for this PortCo is expansion and acquisition, but with significant gaps in their tech environment and cybersecurity, it's slow going. The PortCo has already suffered one breach that had financial consequences; they can't risk another.

Internally, the PortCo has seen CEOs and IT staff come and go. That boils down to a lack of strategy, talent, and institutional knowledge for in-depth analysis. It's going to take some effort to quantify vulnerabilities and identify the resources needed to shore things up pre-exit.

When it comes to cybersecurity, PortCos need a strategic risk-based approach rather than a "set it and forget it" mentality. That means continuously monitoring threats and vulnerabilities specific to their systems and data, keeping up with cyber intel to stay on top of new methods bad actors could use, and being ready to shift budget resources to defend against emerging issues. Flexibility and responsiveness are essential for protection.

Easier said than done.





AGIO'S SPECIALIZED  
EXPERTISE EMPOWERS YOU  
TO HARDEN CYBER DEFENSES,  
MAXIMIZING INVESTMENT  
VALUE FOR ACQUISITION.

|| *We were close to signing an agreement with another provider, but after talking to Agio they were the obvious choice. It was an easy relationship—they understood our needs, fit our budget, and delivered quality work. I would choose to work with them again.*

– RLH PortCo





Since your PortCo doesn't have the internal resources or an external provider who can take on the challenge and provide a path forward, the search is on.

After examining a few possibilities, your PortCo thinks they've found the one and are about to sign on the dotted line. Before they do, they want to ensure they've explored all options; they ask you for a recommendation. You don't usually take a direct role in managing your PortCos, but this is an all-hands-on-deck situation.

The answer here is risk assessment and remediation, and you know who to call. You point your PortCo to Agio, your own trusted cybersecurity and governance provider. You know first-hand they're the right choice.

Your PortCo makes the call. It's an easy decision and an easy transition. Agio knows the private equity and PortCo worlds, works within budget, and moves fast—within a week, contracts are signed, and they take the lead on a thorough assessment and risk analysis.



# MISSION-CRITICAL REMEDIATION TO MEET INDUSTRY STANDARDS

Agio's IT assessment considers every piece of every part: the IT assessment looks at architecture and configuration, while the risk assessment focuses on policies, processes, and people.

The findings, as suspected, aren't great. The network is drastically under-secured, relying on outdated legacy systems with compliance gaps. Besides being exposed to basic intrusion threats, the PortCo has major blind spots around access controls and data encryption. Agio comes to the table with documentation and a clear path forward.

On request, Agio leaves most IT remediation up to the PortCo (assisting and overseeing as needed) but stays on to keep cybersecurity tight. They take steps to harden the network by instituting robust identity and access controls and strengthening data protection measures around encryption and storage access.

Next, they upgrade cloud-based infrastructure and consolidate legacy systems to jumpstart stalled cloud migration. Agio's work directly results in significant savings: monthly AWS costs go from \$26,000 per month to \$13,000, finally down to \$6,000.



**STRENGTHEN  
PROTECTION  
MEASURES**



**UPGRADED  
INFRASTRUCTURE**



**SIGNIFICANT  
SAVINGS**



# POSITIONED FOR ACQUISITION

Agio's execution gives you confidence in securing returns even with technological challenges. In a matter of months, your PortCo's infrastructure and security transformed from a liability into an attractive asset for prospective buyers. Your PortCo heads to market, gets an offer, and an acquisition is in progress.

During due diligence, Agio's documentation eliminates surprises by calling out pain points and showing specific remediation efforts and results. Instead of digging in and dragging on, it's more of a check-the-box situation.

Ultimately, you exit the investment, having maximized your PortCo's position in the face of marketplace uncertainty.

|| From the initial risk assessment to the remediation project, Agio worked efficiently and brought our portfolio company up to standards that enabled a smooth acquisition. I would readily recommend them to other private equity firms looking to prepare their companies for exit.

- Adam Frankinburger  
CFO, RLH Equity Partners





# THE TAKEAWAY

Smart private equity firms facing technology risk in their PortCos bring Agio in well ahead of liquidity events. Agio's specialized expertise empowers you to harden cyber defenses, maximizing investment value for acquisition. We expose and correct vulnerabilities that could devalue assets pre-sale and help position your PortCo as an attractive target, not a liability. When it comes time for acquisition, we'll be there to keep all systems protected and resilient during the transition.

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# THE AGIO DIFFERENCE

With seasoned experts closing security gaps and guiding infrastructure transformations, Agio goes beyond essential IT services to ensure water-tight protection and optimal performance. Our confidence comes from years of securing highly complex systems and empowering private equity firms to harden defenses, maximize value, and exit investments with resilient, future-ready PortCos that buyers compete for.





# WHY AGIO?

## #OneAgio

When you select Agio, you're investing in a relationship with everyone who's a part of this firm. Our teams operate in a symbiotic relationship based on deposits and withdrawals, creating a vehicle for delivering more than just service. We deliver an experience that reaffirms to our clients that we've got them covered. From clean, concise implementations to consistent support backed by automation and tools that work how they're supposed to, value-add reporting, accurate, timely invoicing, and content on the latest IT and cybersecurity trends, we bring the full breadth and depth of our talent to bear. We deliver #OneAgio.

**Contact us today.**

