



Best for Strategic Development - USA & Rising Star: CEO of the Year – USA



Conduit Consulting LLC provides Corporate Development services -- spanning Strategy, Transaction, and General Management advice and support -- to companies ranging from large multinational corporations to government agencies to small private enterprises. Our professionals' client-specific confidential advice on and efforts efficiently leading or managing aspects of strategic cross-border and domestic transactions, have resulted in successful market entry and exit, product pipeline and service capability enhancement, operational performance improvement, profitability growth, increased enterprise value, and more than \$3.4 billion realized through IPO, M&A, and private placement transactions.





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Unlike most deal advisers, Conduit Consulting LLC's founder and Managing Director Jillian Alexander has extensive buy-side and sell-side experience advising on and managing transactions from conception through integration or separation. Throughout her more than 25 year career, Ms. Alexander has consistently been recognized for her ability to quickly and effectively get deals done that others could not close. Her expertise and the firm's proven approach affords efficient collaboration with clients and their legal counsel, tax advisers, and investment bankers to ensure private placement, public offering, and commercial contract deals are not only technically complete, but also successfully structured to be financially accretive and meet clients' strategic goals.

To deliver the best possible service, we put our client's best interest first and use our value-oriented holistic approach. This ensures appropriate team composition; telling clients (and collaborating deal-team advisors) what they need to know, not just what they want to hear; and customizing work effort, all based on client-specific factors and the nature of the initiative.

Furthermore, considerable thought and effort has been given to Conduit Consulting LLC's organization design, team building, professional development, and values to foster a productive, collaborative, respectful goal-oriented culture which is necessary to build goodwill and establish trust with clients as well as their advisors and other stakeholders.

Similar to other professions like law and medicine, one practices consulting. Consulting requires a unique set of skills and competencies which must be continually developed in addition to industry and business process subject matter expertise. Conduit Consulting selects team members from those who demonstrate ability to not only be successful today, but also whom possess the skills, aptitudes and professionalism to continually enhance and develop new capabilities. In other words, we each read, watch, and listen to many information sources, practice new skills, and discuss our discoveries, so that we can provide clients with relevant advice, breakaway strategies, and appropriate proven-effective and/or state-of-the-art solutions.

Conduit Consulting LLC works with clients throughout the world. We are located in the Los Angeles region, which has the highest concentration of manufacturers in the United States. Some might imagine it is all Entertainment, Media, Aerospace and Defense, and Technology. Other substantial industries are Apparel, Cosmetics, Ceramics, Food Production and Packaging, Hospitality (Restaurants, Hotels), Legal Services, Real Estate Development, Retailing, and Tourism. Many are small companies producing goods or delivering services to many other small businesses as well as much larger ones. Many are owned by founders aged at least 70-years-old whom are not ready to sell their businesses.

From Conduit Consulting LLC's perspective, we anticipate the current discussions of the federal government substantially increasing both the capital gains tax rate and the minimum wage an employer must pay employees will motivate some U.S. business owners to sell soon rather than having to wind-down their businesses later.

Additionally, existing United States labor laws, tax rates, and reporting requirements are less business-friendly than in many other nations. Add to that California's labor code, tax rates, reporting requirements, and real property cost, and it is a wonder why more businesses have not merged or relocated for tax inversion or profitability improvement purposes. From our perspective, we see opportunities to help those already doing business here merge or be acquired to gain economies of scale and scope or reorganize and establish nexus elsewhere to reduce tax and regulatory burden. We also see opportunities to help those seeking to acquire a U.S. business as well as those seeking to establish a joint venture, strategic partnership or other alliance.

As for the awards, it is delightfully surprising, gratifying and extremely humbling to be named the Rising Star CEO of the Year – USA, especially so at the same time when Conduit Consulting LLC, the firm I founded, is selected as Best for Strategic Development – USA by Acquisition International voters. Our team takes our client's best interest to heart and works diligently to devise implementable client-specific strategies and pragmatic due diligence, reorganization and business transformation workplans crafted to complete all work effort with minimal disruptions; build consensus and enthusiasm amongst deal teams and workforce; and successfully execute plans. In addition to advising on and managing client projects, I lead the firm's asset and practice development, guide professional development, and manage day-to-day operations with a keen eye to ensuring this Management Consultancy has considerable enterprise value and can continue operating under another's leadership. Yet, these recognitions would not happen without the Conduit Consulting team's commitment to placing our client's best interest first, doing what it takes to service our clients well, and our clients trust and taking action.

Looking towards the rest of 2015 and beyond, we look forward to enhancing capabilities and value within a few up-and-coming and established corporate clients owning well-known brands – devising their growth and acquisition strategies, confidentially sourcing and engaging targets, managing due diligence, orchestrating merger integration and other reorganizations, and mitigating risks while pursuing new opportunities.