



# VALUEFABRIC

OPERATING INTELLIGENCE INFRASTRUCTURE

## Independent Commercial Partner

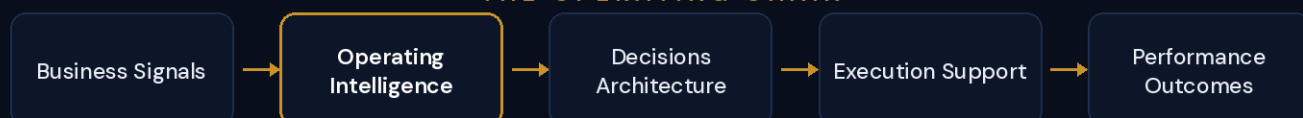
Private Equity · Venture Capital · Family Offices · Portfolio Networks

INDEPENDENT COMMERCIAL PARTNERSHIP

**USA · Europe · Middle East · APAC**

VALUEFABRIC AG · ZÜRICH / REMOTE / INTERNATIONAL

### THE OPERATING CHAIN



## INDEPENDENT COMMERCIAL PARTNER

# Private Equity, Venture Capital, Family Offices & Portfolio Networks

| LOCATION                                             | ENGAGEMENT TYPE                       | REGIONS                              |
|------------------------------------------------------|---------------------------------------|--------------------------------------|
| Zürich Metropolitan Area /<br>Remote / International | Independent Commercial<br>Partnership | USA · Europe · Middle East ·<br>APAC |

## THIS IS NOT AN EMPLOYEE VACANCY

We are not looking for traditional sales employees or consultants completing temporary business-development assignments.

ValueFabric is building a network of **independent commercial partners** who already have trusted senior-level relationships across the private-capital and portfolio-company ecosystem and want to build recurring business together.

## ABOUT VALUEFABRIC

# An Operating Intelligence Infrastructure for investors and portfolio companies

Our operating chain connects:

**BUSINESS SIGNALS → OPERATING INTELLIGENCE → DECISIONS ARCHITECTURE →  
EXECUTION SUPPORT → PERFORMANCE OUTCOMES**

The objective is to help investors, Operating Partners and portfolio leadership teams:

- detect performance risks earlier;
- identify where value-creation opportunities exist;
- prioritise the right interventions;
- improve EBITDA, cash and working capital;
- strengthen execution;
- and build evidence of measurable value creation.

## THE COMMERCIAL OPPORTUNITY

## Build qualified, long-term commercial relationships

As an Independent Commercial Partner, you help introduce and develop ValueFabric opportunities within your existing market and network.

Our primary target relationships include:

- Private Equity firms;
- Venture Capital firms;
- Family Offices;
- Operating Partners;
- Portfolio Operations teams;
- investment professionals;
- portfolio CEOs;
- portfolio CFOs;
- and senior portfolio leadership teams.

The objective is not simply to generate introductions.

**We are looking for partners who can help build qualified, long-term commercial relationships.**

## WHAT WE BRING TO MARKET TOGETHER

## Three ways into the conversation

*From an executive entry point to continuous performance intelligence*

### 01 Executive Working Sessions

Private, invitation-based sessions for Operating Partners, investment professionals and portfolio leadership teams.

These sessions create an executive entry point into discussions around portfolio value creation, Operating Intelligence, execution and measurable performance improvement.

### 02 Portfolio Value Creation Programs

Company-specific programs focused on translating performance signals into decisions, interventions and measurable outcomes.

Typical value-creation priorities include:

- EBITDA improvement;
- cash generation;
- working-capital improvement;
- margin improvement;
- operational performance;
- execution improvement;
- and stronger evidence of value creation.

### 03 Portfolio Operating Intelligence

Design-partner and commercial opportunities around the ValueFabric Performance Signal Engine and the broader ValueFabric Operating Intelligence Infrastructure.

The objective is to move investors and portfolio companies from periodic reporting toward earlier detection, better decisions, accountable execution and continuous performance intelligence.

## WHAT YOU WILL DO

## Your role as a partner

As an Independent Commercial Partner, you will:

- identify relevant firms, investors and portfolio-company opportunities within your network;
- create qualified introductions at senior decision-making level;
- position ValueFabric around relevant investment, portfolio or operating priorities;
- help develop opportunities together with the ValueFabric team;
- stay commercially involved as opportunities progress;
- support conversion from initial discussion into Working Sessions, programs, design partnerships or recurring solutions;
- and help build a sustainable ValueFabric presence within your region or market.

## WHO WE WANT TO PARTNER WITH

## Qualified access, not contact lists

You already operate within the Private Equity, Venture Capital, Family Office or portfolio-company ecosystem.

You understand how investors, Operating Partners, boards and management teams evaluate opportunities and make decisions.

You are comfortable opening relationships with senior executives and investment professionals.

### **You can create qualified access, not simply contact lists.**

You are commercially minded and willing to remain involved from introduction through opportunity development and conversion.

Most importantly, you want to build a long-term regional or network partnership, rather than complete a short-term assignment.

### RELEVANT BACKGROUNDS MAY INCLUDE

- Private Equity or Venture Capital;
- Operating Partner networks;
- portfolio operations;
- investment banking or corporate finance;
- executive search;
- M&A;
- CFO, CEO or board networks;
- family-office advisory;
- professional services;
- technology or transformation ecosystems;
- and senior B2B business development within the private-capital market.

## THE PARTNERSHIP MODEL

## Independent and results-oriented

**Not employment.**  
**Not a consulting position.**  
**Not a fixed-fee business-development assignment.**

Commercial terms are structured around the value created together and may reflect:

- market access;
- qualified opportunity creation;
- commercial contribution;
- converted opportunities;
- recurring business;
- and the longer-term development of the ValueFabric network within the partner's market.

*Specific commercial arrangements are agreed individually based on role, region, network and expected contribution.*

## WHERE WE ARE EXPANDING

## Active across four regions

We are actively developing commercial partnerships across:

| USA | Europe | Middle East | APAC |
|-----|--------|-------------|------|
|-----|--------|-------------|------|

Partners may focus on a country, region, investment ecosystem, sector or established portfolio network.

## WHAT SUCCESS LOOKS LIKE

## Building business together — not simply generating leads

A successful ValueFabric Commercial Partner helps create a growing network of senior relationships that converts into:

INTRODUCTIONS → EXECUTIVE CONVERSATIONS → QUALIFIED OPPORTUNITIES →  
CLIENT ENGAGEMENTS → RECURRING BUSINESS

The objective is to build business together — not simply generate leads.

## GET IN TOUCH

## Interested in becoming a ValueFabric Commercial Partner?

Send us a short introduction covering:

- your region or market;
- your existing network;
- your experience within Private Equity, Venture Capital, Family Offices or portfolio companies;
- your relevant commercial track record;
- and why you believe there could be a strong fit with ValueFabric.

**[contact@value-fabric.com](mailto:contact@value-fabric.com)**

ValueFabric AG · Operating Intelligence Infrastructure

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