



# MICHAEL BEETZ

MANAGING DIRECTOR

SAN FRANCISCO

## quick facts

- Specializes in cost optimization and performance improvement
- Holds interim management positions in operating and performance improvement
- Co-founded A&M PEPI's Cost Optimization service offering



Michael Beetz is a Managing Director with Alvarez & Marsal's Private Equity Performance Improvement Group in San Francisco. He specializes in cost optimization and performance improvement and brings extensive experience with situations requiring significant improvements in cost structure and profitability.

With more than 18 years of performance improvement and advisory experience, Mr. Beetz has advised private equity sponsors and corporate executives across a wide range of industries, including retail, consumer goods, manufacturing, technology, media and publishing. He has held multiple interim management positions in both operating and performance improvement roles, and co-founded A&M PEPI's Cost Optimization service offering.

Mr. Beetz's notable assignments include: supporting a \$1 billion multi-level marketing company experiencing sharp declines in revenue by quickly identifying and executing over \$105 million of improvements in cost structure and profitability; assisting a \$1.2 billion emergency services provider with developing and implementing a cost optimization program to address declining EBITDA and increasing costs, resulting in \$70 million of EBITDA improvements identified and realized in the first twelve months, with additional EBITDA improvements forecasted in the upcoming fiscal year; advising a \$5 billion global metals and electronics recycling business with a cost optimization assessment and implementation program, with more than \$60 million of near-term EBITDA improvement opportunities identified.

Additionally, Mr. Beetz helped a \$1.2 billion communications and technology business with a cost optimization assessment and implementation program, including significant reduction in complexity of product portfolio and commercial processes and implementation of a global pricing and margin recovery program. He also assisted a \$1 billion fragrance and cosmetics business with the execution of a broad-based performance improvement program, serving as an interim member of the company's executive team, to deliver more than \$50 million of EBITDA improvements over ~15 months.

Mr. Beetz earned a bachelor's degree in finance (with a concentration in accounting and economics) from The University of Iowa. He holds the Chartered Financial Analyst (CFA) designation.