



ANDREW KUTTER

MANAGING DIRECTOR

SAN FRANCISCO

quick facts

- 15+ years of consulting experience
- Expertise in a wide range of corporate strategy, mergers and acquisitions, and performance improvement issues



Andrew Kutter is a Managing Director with Alvarez & Marsal Private Equity Performance Improvement in San Francisco. With more than 15 years of consulting experience, he brings a wealth of expertise in top-line growth, performance improvement and commercial diligence to corporate and PE clients active in a diverse range of sectors, including technology, media, consumer products and healthcare.

Prior to joining Alvarez & Marsal, Mr. Kutter founded and led L.E.K. Consulting's San Francisco office, where he was a member of the firm's Private Equity and Media and Technology practices.

Mr. Kutter's consulting experience spans a wide range of corporate strategy, mergers and acquisitions, and performance improvement issues. He has provided these services to mid- to large-market PE firms and their portfolio companies, managing a number of transaction-related projects. He evaluated the rationale for combining two enterprise software businesses and developing a 100-day plan to guide the integration process. Mr. Kutter executed due diligence and post-acquisition planning efforts that led to the successful take-private acquisition of a \$200 million provider a specialized IT platform to hospitals and radiology practices, and also conducted a portfolio company strategy review and new market opportunity assessment for a company in the enterprise software and BPO solutions industry. He drafted a vendor due diligence report and conducted a likely buyer synergy analysis for a \$200 million consumer packaged goods company that a PE client was preparing for sale, as well as managed a five-country due diligence market assessment for a provider of mobile software and services. In addition, he conducted diligence on an online market research firm targeting the media and CPG spaces and carried out a strategy review and operational improvement exercise for a PE firm on a \$100 million portfolio company focused on the manufacturer of lithium ion battery packs.

Mr. Kutter's corporate strategy work typically comprises developing growth strategies, identifying market / industry opportunities, devising customer segmentation and value insights, benchmarking competitors, and developing new product / business plans; improving go-to-market methods to improve execution against strategic plans, including channel assessments, pricing strategies, filling core capabilities gaps, and sustaining competitive differentiation; conducting acquisition / partnering screens and strategies, as well as supporting negotiations, valuation, and post-acquisition planning; cost reduction, benchmarking and operational improvement exercises; and building management and board consensus on priorities and investments. Prior to L.E.K., Mr. Kutter led software development teams at Hewlett-Packard in Germany and participated in a technology start-up in the robotics and imaging space.

Mr. Kutter earned a bachelor's degree in electrical engineering, with honors, at the University of Rochester and a

master's degree in business administration from the Haas School at the University of California at Berkeley.

NOTE: Alvarez & Marsal employs CPAs but is not a licensed CPA firm.