

Paul Ochoa

Sapient Management Resources LLC



Miami, Florida, USA

E-mail: paul@sapientmanagement.com

Telephone: +1 (305) 205-4939

Website: www.sapientmanagement.com

Paul has over 15 years of professional experience providing financial due diligence, assurance and accounting based services. Paul has served private equity (financial) and corporate (strategic) clients across the U.S., Latin America and Europe. Paul holds a Bachelors degree in Finance from the University of Illinois at Urbana-Champaign and a Masters degree in Accountancy from the University of Virginia. He is a Certified Public Accountant (CPA) with an active license.

Experience and Selected Past Projects:

- Paul led EY (Ernst & Young) financial due diligence projects for over 100 transactions (including buy-side, sell-side and carve-outs) with deal values ranging from \$1 million to over \$1 billion.
- Paul's responsibilities as a project leader at EY included managing engagements teams, interviewing C-level executives of target companies to uncover key business drivers and risks, and presenting insights and issues affecting target companies through client deliverables (Quality of Earnings Reports).
- Led the buy-side diligence on the acquisition of the largest secondary market network hardware supplier in the U.S. (platform company with \$20M in EBITDA) for a private equity client.
- Led the buy-side diligence on the acquisition of an engineering services business (platform company with \$10M in EBITDA) for a private equity client.
- Led the sell-side diligence and data room support on the carve-out sale of a business unit of a Fortune 500 company.
- Prior to his M&A work at EY, Paul held positions at Royal Caribbean Group (Financial Reporting) and EY Assurance (External Audit).

Representative Client Profiles:

- Private equity firm with \$50 billion of equity under management with focus on the small cap and mid cap segments.
- Private equity firm that exclusively focuses on founder and family-owned businesses with 30+ portfolio companies.
- Largest U.S. home improvement retailer with 70 distribution centers across the U.S.
- Publicly traded education company that operates degree-granting institutions.