

OVER THE LAST 20 YEARS, the founders of Morgan Hill Partners have helped nearly a hundred start-up and scale-up businesses unlock strategic value and grow.

Today, tech companies need to excel at a wide variety of disciplines to achieve success. Strategic planning, agile technology development, product market fit, sales and channel execution, M&A, and culture building are all critical in today's hyper-competitive market.

Harvard Business School's market data shows that 75% of venture-backed companies never return investor cash, with over 30% liquidating assets completely.

The expectations of the investment community have changed. Now, every company is expected to have a solid data-driven business plan, excellent technology, a robust culture, and map to customer acquisition.

There are two common scenarios where technology companies fall short:

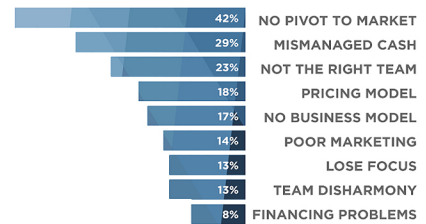
- 1 Great idea and compelling tech, but lack time and skilled resources to develop a strategic roadmap.
- 2 Have hit a revenue plateau, requiring expert assistance to deliver strategic and operational blueprints that deliver sustainable growth and scale.

At Morgan Hill, we see these companies as unpolished gems.

This is where we come in. We work with companies to address the top reasons companies fail: develop a strategic plan, evaluate new offerings, drive operational excellence, attract great people and pave the path to investment or sale. Our knowledge and skills span product development through sales and marketing, delivery, finance and operations.

Top Reasons Companies Fail

CB INSIGHTS



We are relentlessly focused on transforming businesses and optimizing value creation. ►

“Venture capitalists have become much pickier than they once were, are taking longer to invest and are writing bigger checks.”

AXIOS

EXPERIENCE

Morgan Hill Partners, an innovative consultancy, has rich experience to help companies fill their gaps. We provide our clients with a unique and proven set of resources, processes, and tools that deliver repeatable and measurable results.

Our curated team is deployed in a cost-effective model, ensuring you receive the expertise exactly when and where you need it.

Our practice is exclusive to tech-enabled companies, from pre-revenue startups to VC and PE-backed firms looking to scale.

A TRUE PARTNER

Our focus is that of investors and management, always delivering ROI-driven results. We typically invest a portion of our fee with our customers, aligning our outcomes with those of the company.

Because of this, we're highly selective and only work with people and technologies we believe in. As both trusted advisors and investment partners, we are relentless in our focus on our client's success.

MEASURABLE RESULTS

We are results-driven and provide actionable metrics and data dashboards to measure and monitor your success.

Unlike other management consultants, we don't simply present a PowerPoint deck and exit, leaving the challenge of execution and lasting change to the management team.

Instead, we develop a holistic, strategic plan and operating blueprint that delivers progressive, provable and repeatable results maximizing enterprise value.

"Things are moving too fast to build the impenetrable executive team. You need the right execs, with the right strategy, at the right time."

STEVEN HORWITZ
MORGAN HILL