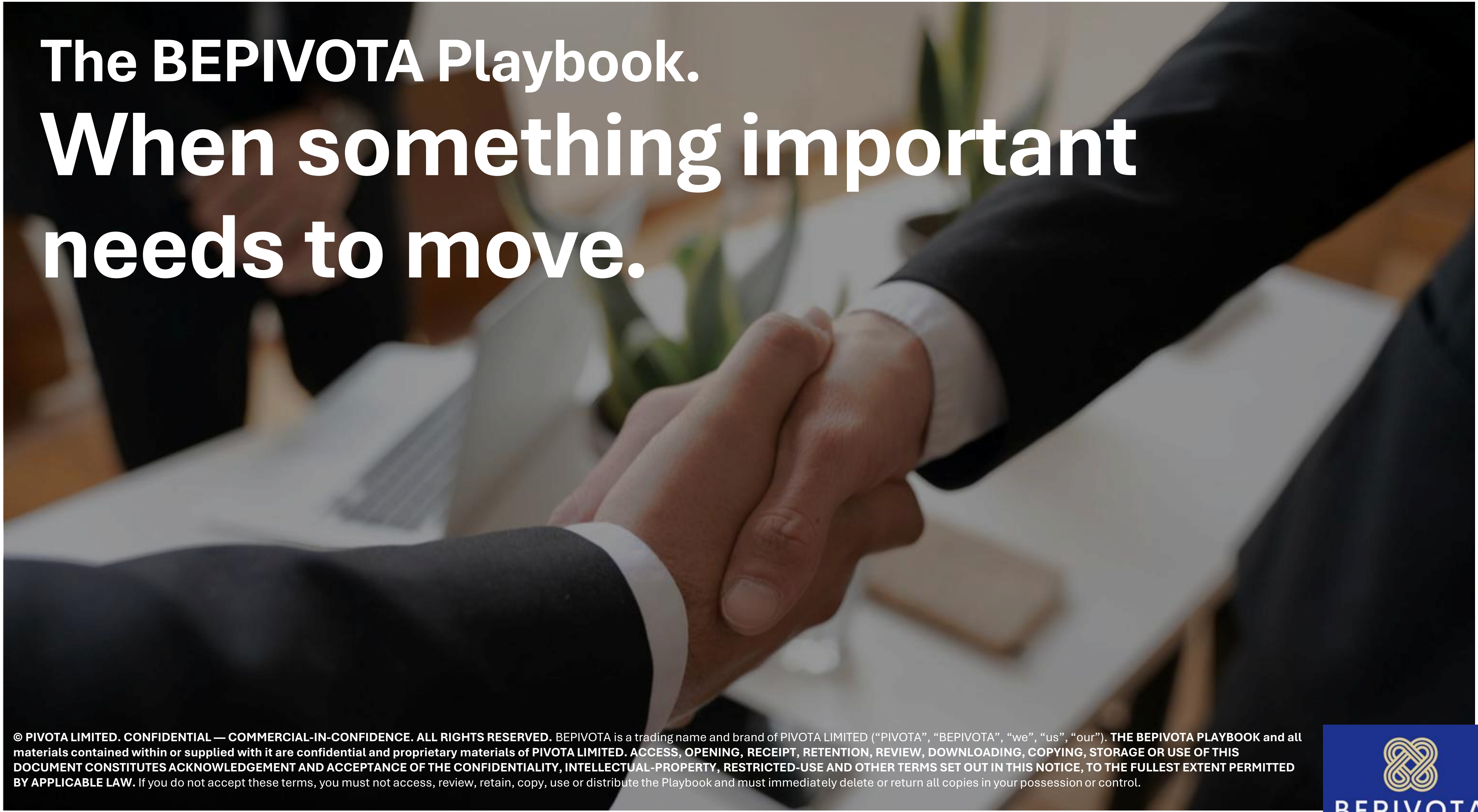

The BEPIVOTA Playbook.

When something important needs to move.

BEPIVOTA

THE PRESSURE TO PERFORM ISN'T LOCAL IN 2026.

44.4% increase in average costs for Irish small businesses over three years.

40% UK businesses with 10+ employees cite labour costs as a factor behind price increases.

46% European SMEs struggle to find workers with the right skills.

36% of US small businesses report job openings they cannot fill.

2.1% forecast economic growth across Latin America & the Caribbean in 2026, versus 2.4% in 2025.

80% → 23% → 6% around 80% of LATAM & Caribbean firms use AI. Only 23% report economic benefit. Just 6% report significant impact.

16–26% Logistics costs as a share of GDP in the Caribbean, versus around 9% across the OECD.

Sources: Small Firms Association / Amárach Research, Annual Small Business Survey 2026; UK Office for National Statistics, Business Insights and Conditions Survey, June–July 2026; European Commission / Eurobarometer, SME Recruitment and Skills Survey 2026; NFIB, July 2026 Jobs Report; World Bank, Latin America & Caribbean Economic Update 2026; Inter-American Development Bank, Will AI Boost Productivity—or Widen Inequality?, July 2026; OECD / IDB, Caribbean Development Dynamics 2025.

BEPIVOTA

WHAT BEPIVOTA ACTUALLY DOES.

GROW • EXPAND • EXECUTE • LEAD • TRANSFORM • BUILD

WE ADVISE. WE BUILD. WE EXECUTE. WE STRENGTHEN

BEPIVOTA is an operator-led business working with leaders and teams when there is something important to achieve. We deliver additional clarity, experience and execution capability to help get it done. We are not traditional consultants. We do not arrive with a predetermined answer, a fixed methodology or a large team looking for somewhere to deploy. We start with one question:

What do you need. Really? Then we work out what will make the biggest difference. We can work alongside you in different ways depending on what the situation requires.

The engagement follows the need. Not the other way around.

BEPIVOTA

WHEN YOU SHOULD BRING US IN.

Sales. Revenue. Customers. Margin. Cash. Costs. Budgets. Forecasts. Targets. KPIs. Pipeline. People. Delivery. Deadlines. Accountability. Performance.

These are not consultancy terms.
They are the things people running businesses live with every day.
A target has been missed.
A cost is too high.
A forecast has moved.
A customer has been lost.
A deadline is slipping.
A team is not delivering.

The numbers are real.
Someone has to do something about it.

BEPIVOTA

WHY YOU SHOULD BRING US IN.

Today, BEPIVOTA is already delivering live client work across multiple markets: **A strategic technology engagement in the Caribbean, an Irish secure communications technology business operating internationally alongside growing Lucidity System product sales.**

Our Founder's operating track record spans **enterprise EMEA sales, market leadership, start-up build, transformation and crisis leadership.**

A **7-figure enterprise software deal** with **AIB Bank**, **6-figure deals** with **Kerry Group, Diageo Ireland** and **Fexco** during his time with US-based **Hyperion**, while securing **Microsoft** as a **keynote EMEA client** for US-based **Software Spectrum** led to senior appointments in the Caribbean.

As a multi-market **CEO** and **Commercial Director at Digicel**, he held senior commercial and operating responsibility across Haiti, Barbados, St Kitts & Nevis, Dominica, Antigua, Anguilla and the British Virgin Islands over a decade — helping drive Haiti to **No.1 market share**, maintaining approximately **56% market share** in Barbados through major competitive change and leading St Kitts & Nevis through a period in which **EBITDA doubled**. Across those roles, the focus was consistently on revenue, market share, cost, subscriber acquisition and operating performance through significant competitive, political and economic change.

As part of the founding executive leadership team of **ALIV** in **The Bahamas**, he built a a challenger cellular telecommunications business that went on to reach **169,882 subscribers, US$76.8M annual revenue, +30% revenue growth and EBITDA-positive performance.** At **Cable Bahamas Group**, he operated through **Hurricane Dorian, COVID-19, digital transformation and major network investment**, during a period that also included the **US$332.5M sale of Summit Broadband**, in a business delivering approximately **$80M fixed-business revenue, 56,000 broadband connections, $75M network investment, a $15.6M reduction in operating expenditure and a $22.7M improvement in Group EBITDA**.

Alongside this sits significant **Board, senior advisory and senior Government engagement experience** in complex, regulated and nationally important environments.

Built. Sold. Led. Scaled. Disrupted. Defended. Transformed. Transacted. Advised.

BEPIVOTA

GROW.

When the numbers need to move.

Increase sales and improve conversion.
Build the pipeline required to hit the target.
Win new customers and retain the right ones.
Reset targets, ownership and actions when revenue is behind plan.
Improve pricing, proposition and margin.

We turn commercial activity into measurable revenue.

BEPIVOTA

EXPAND.

When growth means going somewhere new.

Choose the right markets and the ones to avoid.
Build the route-to-market and entry plan.
Set the revenue target, budget and milestones.
Find the customers, partners and distribution routes.
Launch with targets, owners and clear performance visibility.
Fix expansion that is consuming money but not delivering.

We build the commercial plan to get you there.

BEPIVOTA

EXECUTE.

When something important simply has to get done.

Take ownership of a critical business priority.
Turn decisions into actions, deadlines and named owners.
Build KPIs that show what needs attention before the month is lost.
Remove blockers and reconnect teams.
Recover work that is behind schedule or over budget.
Drive it until the agreed outcome is delivered.

We own it.

BEPIVOTA

LEAD.

When the leadership team needs more horsepower.

Work alongside a founder, CEO or leadership team.
Add experienced senior capacity without another permanent hire.
Make it unmistakably clear who owns what and what success looks like.
Challenge performance when targets are being missed.
Develop leaders against real business outcomes.
Step into a temporary leadership or capability gap when it matters.

We deliver it.

BEPIVOTA

TRANSFORM.

When the business cannot stay where it is.

Prepare the business for sale or investment.
Recover an underperforming business.
Reset costs, priorities and performance.
Reposition an offer or business that has stopped working.
Restructure around what the business now needs.
Lead through a significant transition or period of change.

We change it.

BEPIVOTA

BUILD.

When the business needs something it does not currently have.

Build the sales plan, targets and commercial rhythm.
Build the budget, forecast and performance reporting.
Build a new proposition or route to market.
Build the tools, systems and operating rhythm required to deliver.
Build the website, sales assets and customer-facing capability required to sell.
Build practical AI capability that saves time, reduces cost or improves output.

We build it.

BEPIVOTA

HOW WE WORK.

WE LISTEN. Before recommending anything, we take the time to understand the business, the people, the numbers, the context and what is really happening.

WE GET CLEAR. We separate symptoms from causes. We identify what matters most, what is getting in the way and where intervention can create the greatest value.

WE AGREE. What needs to change. Clear priorities. Clear outcomes. Clear ownership. No unnecessary complexity.

WE MOVE. Advice where advice is required. Build where something does not yet exist. Execution where something needs to happen. Senior capability where the organisation needs more horsepower.

There is no standard BEPIVOTA engagement. Because there is no standard business problem.

But our approach is consistent.

BEPIVOTA

WHO WE WORK WITH.

FOUNDERS AND OWNERS

When the business has reached a point where experience, challenge or additional capacity would make a difference.

CEOs AND LEADERSHIP TEAMS

When something important needs clearer ownership, stronger execution or additional senior capability.

INVESTORS AND INVESTMENT GROUPS

When portfolio businesses need help turning strategy, board intent and opportunity into measurable action.

BUSINESSES AT MOMENTS THAT MATTER

Growth.
Expansion.
Underperformance.
Sale readiness.
Transformation.
Transition.
Leadership gaps.
Critical projects.

The situations where execution matters most.

BEPIVOTA

WE DON'T NEED TO OWN THE WHOLE BUSINESS.

We can own the thing that matters.

The capability gap. The commercial plan. The training content. The sales target. The research project. The market expansion programme. The marcomms/PR project. The KPI transition.

The thing that keeps appearing on the agenda but never quite gets done.

BEPIVOTA

TELL EVAN WHAT YOU NEED. REALLY.

Start with Evan. BEPIVOTA’s Founder’s Office Coordinator.

He is your direct route into the Founder’s Office. Available 24/7 to help you start the conversation, understand what you need and make sure it gets to the right place quickly.
Arrange a conversation.
Explore an opportunity.
Discuss a business challenge.
Engage BEPIVOTA.
Follow up on something already underway.
Or simply work out where to start.

Call: +353 (0) 818 002 807
Email: evan@bepivota.com

He’ll take it from here.

BEPIVOTA

OR CONNECT WITH BEPIVOTA DIRECTLY.

Ireland / Europe	+353 (818) 002 739
United Kingdom	+44 (33) 0027 3692
United States	+1 (305) 404 2091
Client Care	lia@bepivota.com
Web	www.bepivota.com

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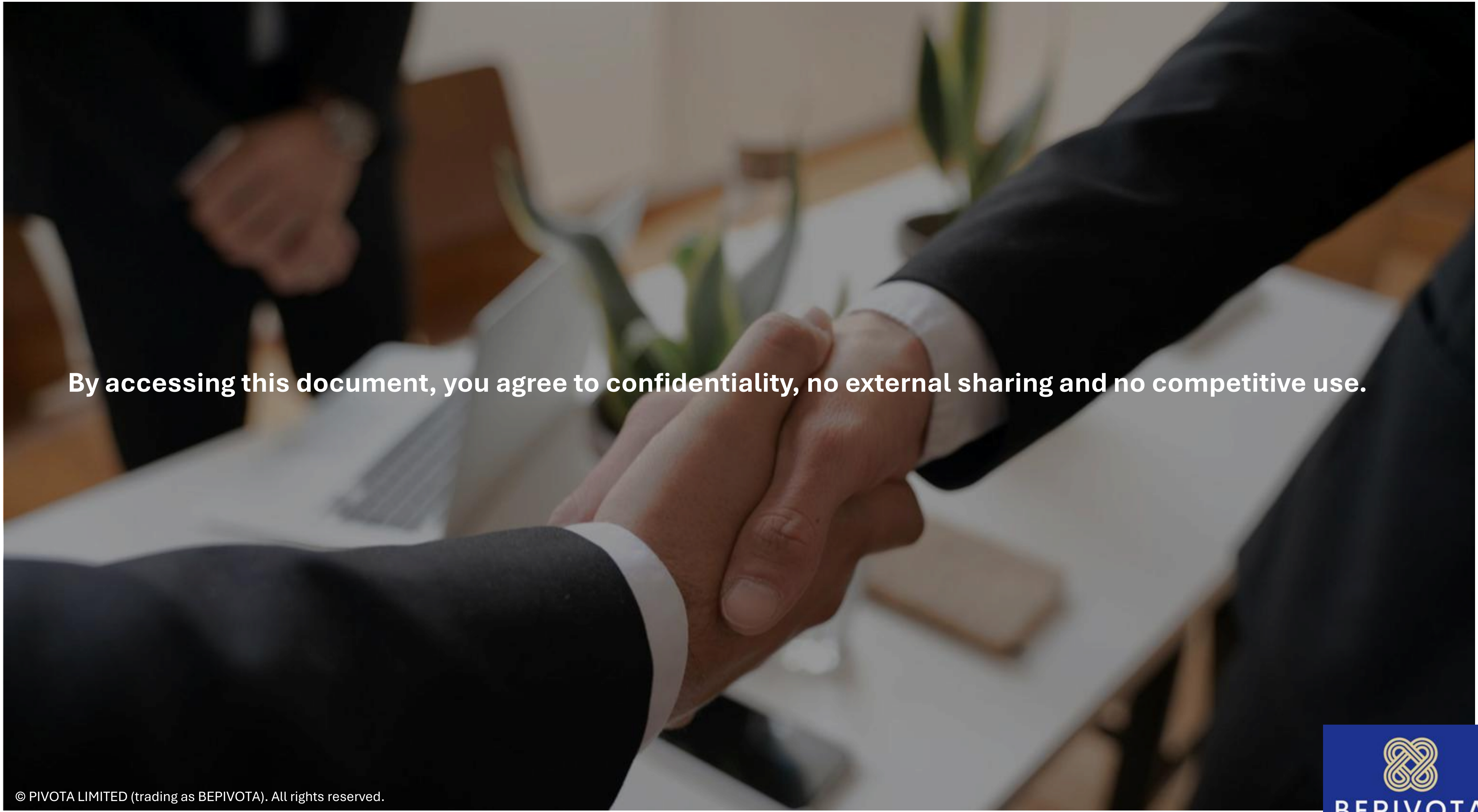

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