THE LININGER GROUP

Insight to EBITDA

EBITDA from execution, not financial engineering.

We lead commercial AI transformation when the value-creation thesis demands an owner in the operation.



Founded 2012 · Cypress, Texas · Houston Metro · LiningerGroup.com

THE PROBLEM

Why most AI doesn’t reach EBITDA.

THE CUSTOMER VIEW

One customer, three versions

Sales, service, and product each see a different customer, so no one can act on the whole account.

THE AI

Pilots beside the workflow

AI pilots sit beside the work, not inside it. The board sees a demo; the P&L sees nothing.

THE PROCESS

Work-arounds everywhere

Customers, sellers, and service teams work around a process that wasn’t built for them.

AI pays when it makes buying, selling, and serving easier.

THE FIRM

Deployed when the thesis demands an owner.

The Lininger Group validates what a business can actually deliver, quantifies it, and then builds it. The work is grounded in “show me” execution: customers, products, sales, and systems execution across physical and digital assets.

We deploy AI where it makes buying, selling, and serving easier, and stay until it shows up in margin.

A partner leads every mandate personally and is accountable for the number at the bottom of the P&L. When the work is done, the engagement ends.

Private equity sponsors

Operational due diligence pre-close; value-creation execution post-close.

Investment committees & boards

Independent, quantified views of what a thesis actually requires.

CEOs & portfolio leadership

An operating partner inside the business until the number is delivered.

AREAS OF EXPERTISE

Commercial AI, backed by engineering depth.

Cognitive Systems

Commercial Growth

Revenue operations architecture, commercial analytics, M&A integration, and AI systems built to P&L standards. Pipeline discovery, pricing intelligence, and sales-force effectiveness that convert data into booked revenue.

Physical Systems

Precision Operations & Integration

Operational due diligence, precision operations, and asset integrity across manufacturing and industrial platforms. From ultra-low tolerance medical implants to heavy machinery and plant-floor systems.

Energy & AI Infrastructure

Power, Compute & Monetization

From gas turbines and hydrogen systems to enterprise AI at scale: the physical assets powering the AI economy and the commercial models that monetize them.

METHOD

How we work

Four stages, in order, every time: from physical and commercial systems integrity to compounding margin expansion.

1 Show me

Validation starts on the front line: customers, the plant, the sales champions, the data pipelines. Claims that survive contact with the operation go in the model. Claims that do not, do not.

2 Essential value

Isolate what customers actually pay for and the two or three metrics that move it. On a $3B global integration, fifty competing metrics became two; margins reversed and lead times fell 24%.

3 Repeatable systems

Build the revenue operations, analytics, and operating cadence that make winning repeatable: pricing intelligence, pipeline instrumentation, and commercial AI where it earns its compute.

4 Fiduciary integrity

Protect the P&L with risk models, governance, and margin discipline designed to compound after we leave. Value creation that requires our permanent presence is a failure of design.

ENGAGEMENT MODELS

Three ways we are deployed.

PRE-CLOSE

Operational Due Diligence

Forensic assessment of the operation behind the numbers: commercial engine, pricing power, cost structure, technology debt, and management capacity. Delivered as a quantified view of what the thesis actually requires, before capital is committed.

POST-CLOSE

Value-Creation Execution

Hands-on transformation of the levers that move EBITDA: revenue operations, pricing, commercial AI, integration, and operational discipline. We work inside the business, alongside management, until the number is delivered.

STANDING MANDATE

Fractional Operating Partner

A senior operating presence for sponsors and boards that need owner-grade judgment across a portfolio without a full-time hire. Diligence support, 100-day plans, and intervention when a company drifts from thesis.

OPERATING RECORD

Results earned inside the operation.

$3B

Global M&A integration rescued

33 sites, 16 countries. Beat the two-year pro forma with $18M direct savings.

GE Oil & Gas / Dresser

6X

Portfolio scale through the Financial Crisis

$940M to $6B receivables at 54% Net Income CAGR; risk models averted $50M+ pre-crash.

GE Capital / CareCredit

$600M+

Organic growth from a COE built from zero

Pre-IPO Commercial Analytics across an $87B portfolio; a $99M-per-year growth engine.

Synchrony

$100M

Pipeline generated, $52M risk averted

Enterprise AI roadmap across 4 of 5 global business units on an $8B revenue footprint.

Ecolab

First

10,000 PSI Type IV hydrogen storage

World-first system commercialized for the GM Sequel FCEV and the CA Hydrogen Highway.

Quantum Technologies

From a $30M P&L to an $87B portfolio.

Outcomes from the Co-founder's operating career at GE, GE Capital, Synchrony, Quantum, and Ecolab.

PROPRIETARY INTELLIGENCE

Filed, authored, and field-tested IP.

We invest our own capital and judgment in intellectual property for the AI economy.

PROVISIONAL PATENT · 2026

Agentic AI Cybersecurity Framework

U.S. Provisional App. No. 64/094,790. Rotates enterprise codebases into system-unique languages an intruder cannot read, infect, or hijack, even after perimeter breach. Details under NDA.

FRAMEWORK + MODEL GOVERNANCE

The AI$ Gauge™

A persistent cost instrument for paid AI interfaces: real-time dollars, budget consumed, time, and kilowatt-hours. Published as a white paper.

OPERATING FRAMEWORK

Choreographed Intelligence™

A Lean process architecture for agentic AI: advanced reasoning reserved for ingestion and exceptions, linear logic routed through near-zero-cost automation. Capability tied to retention, error reduction, and margin.

FIELD VALIDATION

Frameworks are proven in live operations before they reach an engagement: agentic quoting, review operations, campaign generation, and AI-era discoverability, stress-tested end to end.

LEADERSHIP

Partner-led. From the Boardroom to the front line.



Rebecca S. Lininger

Co-Founder & Principal

Two decades leading commercial and operational platforms at GE, Synchrony, Quantum, and Ecolab. GE-trained Industrial Engineer and Lean Six Sigma Master Black Belt; architect of pre-IPO RevOps at $87B scale and enterprise AI at P&L scale.

M.Eng. & B.S., Industrial Engineering, University of Louisville.



Ken Lininger

Co-Founder & Principal

Former COO and general manager in specialty manufacturing. Mechanical engineer and patent holder leading the physical systems practice: precision manufacturing from ultra-low tolerance spinal implants to aircraft gears and multi-axis CNC, mechanical asset integrity in corrosive environments, and large-scale project execution.

B.S., Mechanical Engineering.

STANDARDS

Why sponsors engage us.

Owner-grade accountability	A Partner leads every engagement personally and answers for the number at the bottom of the P&L.
Equally credible in two languages	Lean Six Sigma Master Black Belt rigor and GE-trained commercial discipline: the language of the investment committee and business.
Built to compound after we leave	Risk models, governance, and margin discipline designed for durability. Engagements end when the work is done; dependence on the advisor is a failure of design.

Insight to EBITDA.

When the thesis demands an owner in commercial strategy, AI, and operations.

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