

## RAPID Performance Improvement

Do you know how to “tune-up” your company?



“We had lots of great ideas, projects, potential projects to improve performance...in a few short weeks, Deloitte CRG not only assessed our business but provided focus and clarity to the right projects which enabled us to improve performance faster than ever before.”

— Brian Waldrop, President & CFO, Viking Range

### Unlock Your Company’s Latent Value with a Rapid Assessment

Forward thinking companies retain Deloitte’s Corporate Restructuring Group (Deloitte CRG) to help them rapidly identify and extract the latent value in their business. A rapid assessment provides a focused process and approach to identifying opportunities for maximizing value through cost savings, cash flow improvements, revenue enhancement, working capital efficiency or other target area specified by client.

Typical questions answered by an assessment:

- What levers will provide greatest improvement to operating margins and asset utilization?
- What operational improvement initiatives should the organization be focused on?
- What opportunities exist to improve productivity, drive growth and better serve customers?
- What insights do the historical financial results and other metrics provide related to future performance?
- What is the company’s cash flow and liquidity forecast?
- How will the company’s growth be funded?
- Does hidden value exist that insiders have not identified?

#### How It’s Done:



**Deloitte CRG** takes a collaborative approach to assessments with company management to quickly identify improvement opportunities. Assessment tasks include:

- Analysis of company provided data and information
- Evaluation of facility/plant tour and process
- Interview with management
- Analysis of cash flow and liquidity
- Analysis of historical financial and operational data/metrics and identification of performance risks
- Benchmarking against analysis to company’s peers
- Identification of quick-hit opportunities
- Assessment of the debt structure terms and identification of performance risks

- Analysis of working capital and identification of improvement opportunities
- Focus on sources of low performance for improvement strategy
- Identification and prioritization of improvement focus areas

Many companies contact Deloitte CRG’s Performance Improvement (PI) team because they have tried internally to “tune-up” their business and have achieved little success. The PI team has performed hundreds of rapid assessments on all types of businesses and industries. Their outside perspective and deep expertise can identify and quantify opportunities companies never realized.

“Our portfolio companies have great management teams and we support their efforts in all aspects. Having an external perspective enables our already great teams to get better. From an investor’s point of view, the rapid assessment provides an excellent return on investment.”

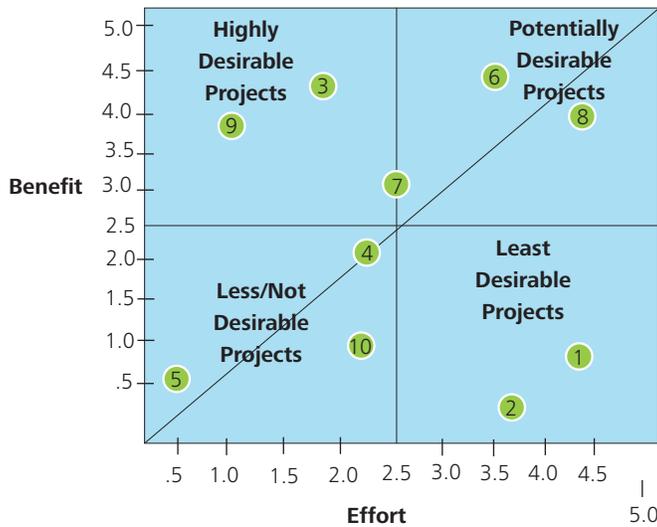
— Doug Martin, Sr. Managing Director, Stephens Inc.

**What You Get:**

The resulting outputs will provide an clear assessment of the current situation, a prioritized portfolio of both near and long term value creation opportunities, and options for profit, liquidity, and restructuring improvement:

- Prioritized list of EBITDA enhancement focus areas and opportunities (top-line and bottom-line) based on estimated benefits, resource requirements, and complexity
- Quick-win opportunities for immediate implementation to positively impact profit
- An industry benchmark analysis that shows how the company compares to its peers financial performance (multiples, EBITDA margins, ROCE, etc.)
- Cash flow/liquidity projections and requirements, and options for improvement
- Options to improve or restructure debt structure
- Scope and implementation roadmap for the implementation phase
- Estimates of potential benefits and implementation costs

**Project Prioritization Analysis Graph**



Rapid assessments can assist companies in prioritizing projects using effort and benefit financial and operational criteria.

For more information on how Deloitte CRG can team with you to optimize performance across your portfolio, contact our team at:

[www.deloitte.com/us/crg](http://www.deloitte.com/us/crg) or [DeloitteCRG@deloitte.com](mailto:DeloitteCRG@deloitte.com)

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