

# Operations Due Diligence

# Operational Due Diligence: Key Drivers

A&M evaluates Target's turnaround capability, ability to execute business plans as well as identifies margin improvement opportunities

Identify EBITDA, cash and working capital improvement opportunities



## IDENTIFY SAVINGS

*Operating leverage  
Procurement spend  
Supply chain/ logistics costs  
Working Capital Cycle – especially  
Inventory Management*

Review operational performance and processes to highlight risks and develop mitigation plans



## IDENTIFY GAPS

*Manufacturing/ service processes & systems across the value chain  
Key performance levers by sector and historical operational performance  
Organizational capability and gaps*

Evaluate target's ability to turnaround and execute business plans

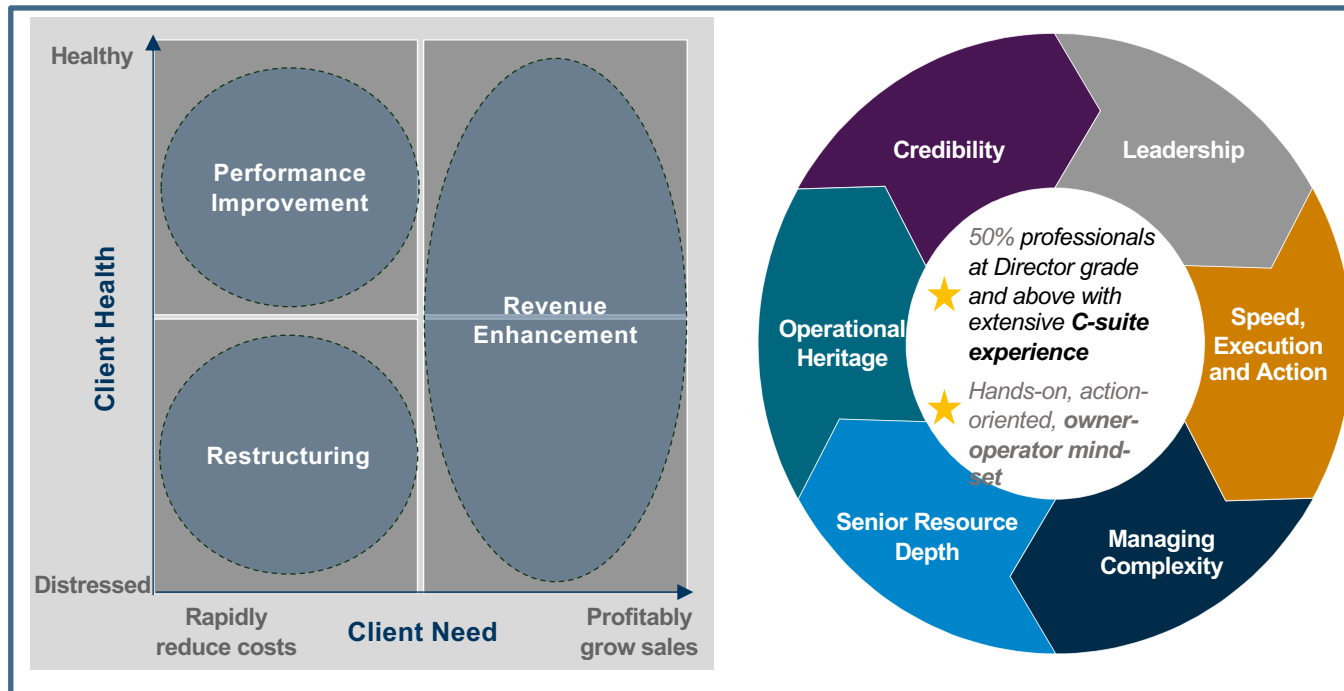


## STRESS TEST

*Business plans, Supplier/ vendor ecosystem growth plans, Key Management Personnel Capabilities and Capex Investments planned*

# Operational Due Diligence

A&M's operational heritage and depth of senior resources allows us to rapidly diagnose and execute practical solutions in complex business environments



## A&M EDGE



- An **operator mindset** - mobilization of deep industry experts with relevant operating and consulting backgrounds to enable our **practical design with implementation focus**
- We are **candid and independent** in our assessment
- **Alternate perspectives** – including varying degrees of turning up the dial as we assess your situation
- **Change management** – Understanding of operator challenges related to organization, people and factors that may fail such initiatives
- Accountability for results and a **bias for action** in everything we do
- Our differentiation - **significant senior time on implementation projects**

**Comprehensive range of offerings to serve various client situations and needs**