



- ▶ HOW DO YOU MINIMIZE "REVENUE LEAKAGE" WHILE INCREASING "STICKINESS"?
- ▶ DO YOU UNDERSTAND THE COST AND EXPENSE TO OPTIMIZING CUSTOMERS TO SPEND MORE MONEY?
- ▶ HOW ARE YOU DRIVING OPERATIONAL DILIGENCE TO DRIVE DOWN COSTS?

Getting the Right people, focused on the Right decisions, at the Right time!

Private Equity Focus

Developing the right **scalable and repeatable methodology** for strategic selection and implementation is critical to the success of private equity organizations. Today's competitive climate is compounded by mounting **demand** and **optimization** pressures and the complexity of **PE work** that drives **maximization of the annuity**. This ever-acceleration transformation type requires that organizations continuously improve **customer stickiness**, while simultaneously **minimizing costs**. The Private Equity organizations that can rapidly reduce these competing costs while improving **quality of service and operational excellence** will win. Building the correct **infrastructure** that will drive the **customer experience to spend more** can only be accomplished through first aligning process, technology and then people.



Why We Do IT

StrategyMD™

leverages a unique quantitative approach and an obsessive group of 20+ year seasoned consultants and C-Level executives to lead quality transformations using our Wheel below with our 4 building blocks.

We do not try to be all things to all clients, we pride ourselves on listening to your needs and providing outcomes that grow your business, and if we can't do the work we will find someone who can. The people you meet are the people that do the work. We are refreshingly priced because, we do things in real-time (5-10 days) vs. consulting time (4-6 weeks) leveraging our proprietary software resulting in an **average of 30% bottom line impact**.

CapabilityAnalytics™ (CA) provides a distinct view of a Private Equity organization by **what it does** — through capability models. Organizations use this perspective to develop a common understanding of **customer stickiness, operational diligence** – to **mitigate revenue leakage**.

DetectabilityAnalytics™ (DA) Leverages Failure Mode and Effects Analysis (FMEA) as a platform for intensive process review resulting in identification and prioritization of failure modes across the value stream. DA provides a distinct view by detecting the **severity and probability of operational, technical and process defects, gaps and errors**. Understanding causation provides the enterprise with a roadmap to **optimize and increase operational diligence, profitability, and cash flow**.

