

# Business Advisory Services



## PROFITABILITY AND OPERATIONS MANAGEMENT SERVICES

Maximizing value of a business is an integrated effort that involves nearly everyone within an organization. Without clear visibility, policies and analytical tools, there is a good chance your organization could be leaving money on the table. Profitability management is a journey, with each organization's unique challenges requiring custom solutions based on industry best practices.

Schneider Downs' Profitability and Operations Management team provides services to pinpoint untapped opportunities. Through partnering with executives, management and staff, our services support and improve Strategic Pricing and the Sales, Inventory and Operations Processes (SIOP) to optimize bottom-line results.



### OPERATIONS PERFORMANCE

- Identification of Performance Gaps
- Six Sigma Process Mapping
- Root Cause Analysis
- Fulfillment Improvement / Asset Utilization
- Customer and Product Mix Optimization
- RFP/Quotes Process Design

### STRATEGIC PRICING

- Pricing Performance Assessment
- Price Strategy and Execution Roadmap
- Customer and Channel Strategy
- Contract and Deal Management
- Pricing Policy and Processes (Re)Design
- Advanced Transactional Analytics
- Price-Setting and Optimization
- Product and Customer Segmentation
- Cost Increase Pass-through approaches
- Organization Alignment and Governance

### INVENTORY MANAGEMENT

- SKU Rationalization
- Excess and Obsolete Inventory Strategies
- Replenishment Forecasting
- Product Portfolio Management

For more information on how the Profitability and Operations Management Services team can assist your organization, please contact Michael Hart at [mhart@schneiderdowns.com](mailto:mhart@schneiderdowns.com) or (412) 697-5368.