



# MANAGEMENT ADVISORY SERVICES

Without clear visibility, processes and analytical tools, there's a good chance your organization is not maximizing its value. The Schneider Downs Management Advisory team provides a wide array of services, including strategic, operational and financial analysis solutions for performance improvement and value creation. By partnering with executives, management and staff, our services provide fresh perspectives to create unique strategies that address a business's short-term needs and long-term vision to deliver bottom line growth and organizational efficiencies.

## SCHNEIDER DOWNS MANAGEMENT ADVISORY SERVICES



### Strategic Execution and Value Creation

- » Value Gap Assessment
- » Strategic Planning Roadmap Design
- » Goal Setting
- » Exit Planning
- » Organizational Development
- » Change Management
- » Decision Support
- » Program Management
- » Project Management

### Financial Planning and Analysis

- » Budgeting and Forecasting
- » Business Performance Monitoring
- » Cost Management
- » Data-driven Recommendations
- » Investment Assessment
- » Scenario Analysis

### Performance and Profit Improvement

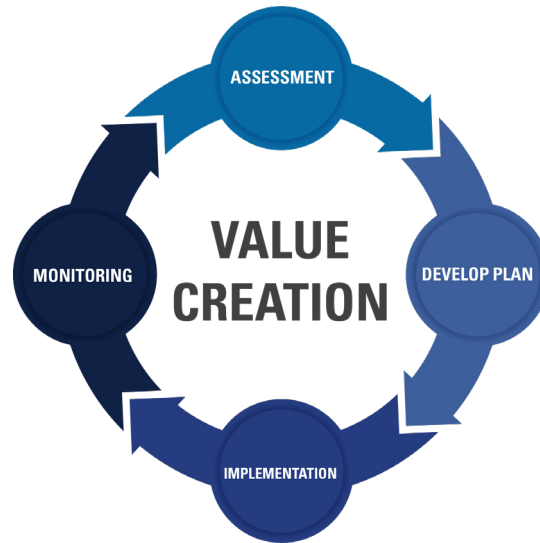
- » Profit Gap Assessment
- » Cash Flow Enhancement
- » Cost Cutting Opportunities
- » Profitability KPI Metrics Creation and Reporting
- » Strategic Pricing
- » Cost Pass-through Strategies

### Operations Management

- » Sales, Inventory and Operations Planning (SiOP)
- » Performance Gap Identification
- » Business Operations Optimization
- » Capital Efficiency
- » Contract Reviews
- » Product Portfolio Management
- » Root Cause Analysis
- » Six Sigma Process Mapping

## Our Approach

Creating value is an ongoing, iterative process. Our approach begins with understanding the owner's or senior management's goals. We then assess the current business strategy and operations to determine performance gaps and opportunities that we can develop into an action plan. Prioritizing key steps and quick wins, we help businesses implement and execute the plan. By helping companies continually monitor and assess their business, Schneider Downs Management Advisory provides continuous support for companies to reach their stated goals.



## ABOUT SCHNEIDER DOWNS MANAGEMENT ADVISORY SERVICES

Schneider Downs Management Advisory has a wealth of senior-level experience with all types of organizations, from large corporations to middle-market companies. Our team provides independent opinions without bias, backed by decades of experience across industries and with a focus on value-driven results. We offer creative approaches to complex issues, with an emphasis on data-driven solutions and process efficiency. For more information on how the Management Advisory team can assist your organization, contact Michael P. Hart at [mhart@schneiderdowns.com](mailto:mhart@schneiderdowns.com) or (216) 543-0821.



[www.schneiderdowns.com](http://www.schneiderdowns.com)

**TAX**  
**AUDIT AND ASSURANCE**  
**CONSULTING**  
**WEALTH MANAGEMENT**

**PITTSBURGH**  
One PPG Place  
Suite 1700  
Pittsburgh, PA 15222  
P 412.261.3644

**COLUMBUS**  
65 E. State Street  
Suite 2000  
Columbus, OH 43215  
P 614.621.4060

**WASHINGTON, D.C.**  
1660 International Drive  
Suite 600  
McLean, VA 22102  
P 571.380.9003

*This brochure describes certain services of Schneider Downs & Co., Inc. that may be available depending on the client's particular needs. Specific terms of an engagement letter will govern in determining the services to be actually rendered by Schneider Downs to a particular client.*