

Profitability Insights Scan Value Proposition

Your Profitability Improvement Opportunity

Your Opportunity

The vast majority of companies is **unsatisfied** with their **profitability** or have unprofitable customers/products they are unaware of.

Key reasons of unlocked profitability potential



Strategic disconnection between commerce & operations in the eyes of a customer



Tactical disconnect between commerce and operations (silos vs. integrated approach)



Incentive plans are not focused on increasing the bottom-line



Limited insight, fragmented data and low data quality

Based on our professional experience, your improvement potential may amount to:

10% - 35%

average cost savings while executing profitability management projects

3% - 5%

potential profitability uplift while performing a deep dive customer/product value analysis

The Process

1. Quick scan → 2. Define → 3. Measure → 4. Analyze → 5. Improve → 6. Maintain

Profitability Insights Scan

Project management

Change management

Quick Scan

We extract your data and analyze it with our application. Based on this the high level findings regarding your potential profitability increase will be shared with you within two weeks.

Profitability Improvement Plan

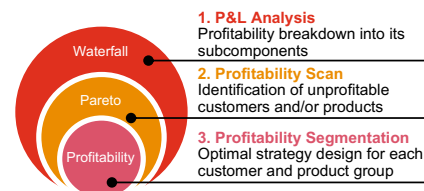
In a more detailed analysis, problematic customer or product groups will be identified, current sales strategies and cost structures may be analyzed on individual product level and coherent adaptations of the strategy and product / customer portfolio will be executed.

Follow-up

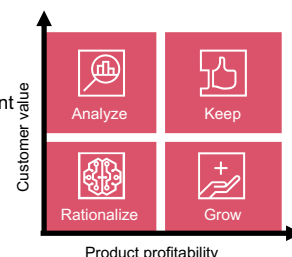
The usage of the scan will enable you to continuously track the profitability development with a focus on an individual product and customer groups, enabling us to continuously look into the profitability components and adapt/renew the strategy.

Your Improvement

Our brand-new digital asset sizes **your opportunity** within a **two-week period** following a three step approach.



The **profitability matrix** can trigger different actions



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