AVALTOS

RESULTS AND VALUE ACCELERATOR

Unlock value, transform operations, catapult growth, and accelerate results in record time

Management and Business Consultants

AT A **GLANCE**

The Results and Value Accelerator is designed to quickly create value, reduce cost and increase profitability

Allowing companies in a diversity of industries to multiply revenues, improve cash flow, and dramatically catapult performance across the value chain in record time.

By defining and interpreting complex business issues, as well as designing, developing, and implementing improvement strategies, in processes, and operating management systems

WHY **AVALTOS**

Avaltos, is a results, and implementation-based organization passionately helping clients achieve compelling economic returns and new sources of value through purposeful methodology, rigorous processes, and collaborative knowledge transfer, taking businesses to the next level and staying ahead of the competition by helping clients adapt to change at an accelerated pace.

ACCELERATION RESULTS **IN RECORD TIME**

34%-47%
EBITDA Improvement

800%
Increase in touchless orders

27%
Increase of OTIF shipments

43%
Automation of the order to Cash Process

59%
Improvement in Customer Service Cycle Times

RESULTS AND VALUE ACCELERATOR
3 AREAS OF EXECUTION

COST OPTIMIZATION

- Cost Management
- Supply Chain Optimization
- Organizational Improvement

CASH FLOW ENHACEMENT

- Cash Velocity
- Revenue Enhancement
- Return on Assets

OPERATIONAL EXCELLENCE

- Product & Customer Optimization
- Operational Improvement

COST **OPTIMIZATION**

Supply chain **Optimization**

- Supplier KPI Alignment
- Spend Cube Creation & Management
- Sales & Operations Planning
- Digital Transformation
- Logistics & Distribution Assessment
- Order Fulfillment Assessment
- Supply Chain Metrics Assessment & Improvement
- Analytics and Reporting
- Nearshoring
- Lead Time Reduction
- Supplier Base Fitness & Risk Analysis
- Supplier Rightsizing
- Supplier Diversification
- Supplier Disintermediation
- Benchmarking
- Continuous Improvement
- Contract Management

Cost **Management**

- Cost Reduction
- Cost to Serve Levers
- Costing Methodology
- Evaluation
- Costing Analytics and Reporting

Organizational **Improvement**

- Organizational Alignment and Design
- Change Management
- Span of Control and Layer Improvement

CASH FLOW **ENHACEMENT**

Cash Velocity

- Revenue Cycle Optimization
- Inventory Optimization
- A/R & Collections Improvement
- A/P Improvement
- Analytics and Reporting

Return on Assets

- Asset Utilization
- Asset Overlap

Revenue Enhancement

- Revenue Leakage, Recovery, and Assurance,
- Pricing Strategies
- Strategic Venture and Project Development
- Sales Effectiveness
- Analytics and Reporting

OPERATIONAL **EXCELLENCE**

Product & Customer **Optimization**

- Portfolio Rationalization
- Customer Satisfaction Improvement
- Emerging Market Opportunities
- Analytics and Reporting

Operational **Improvement**

- New Product Launches
- Productivity
- Process Mapping and Improvement
- Labor Efficiencies
- Quality Management
- Analytics and Reporting

OUR CLIENTS

Private Equity, Middle Market, and Investment Firms, trust Avaltos to drive revenue growth and EBITDA improvement through value chain process innovation, post-merger add-on integration, and optimization in operations achieving 5:1 ROI on average.
Our team of specialists and practitioners help clients drive measurable gains in record time.

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