

Business Transformation Services

The challenges organisations face to continually evolve and maintain competitive advantage are further magnified in our increasingly connected markets. Management must simultaneously provide vision and leadership along with practical solutions that will enhance overall performance and efficiency, ultimately strengthening the company and building a culture of continuous improvement.

HOW WE MAKE A DIFFERENCE

Global reach

- Our business transformation practice has a global team of over 600 professionals, which extends across every major social, political, and economic hub worldwide.

Industry depth

- Our deep bench of senior-level industry practitioners understands our clients' challenges, opportunities and competitive landscapes.

Hands-on

- We sit alongside our clients, not opposite them. Our teams are lean and fast, in both the assessment and implementation of our recommendations, and we provide the resources to lead the project to completion.

Best practice

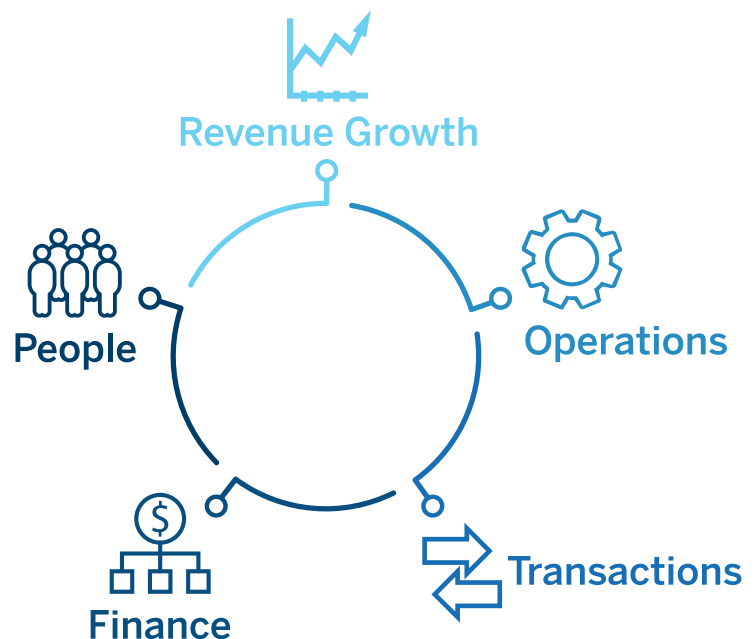
- We are respectful but bold, with a bias to action. Our fact-based collaborative and analytical approach focuses on our clients' objectives, culture and working style.

Results-driven

- We know how to pull the right levers to effect immediate change, providing seamless execution of our solutions across the business, while always focusing on the long-term sustainability of the business.

Business transformation overview

Our business transformation practice provides clients with holistic and seamless solutions across the entire value chain. We support you with high-impact and sustainable changes focused on the five major elements of business – driving revenue growth, reducing operating and supply chain costs, supporting transactions, transforming finance and processes, and optimising people and improving productivity.



We lead with our industry expertise, working side-by-side with management, boards of directors and investors to help align business activities to a critical few priorities, executing with a balanced approach between short-term benefits and long-term strategic goals. Simply put, we bring a unique 'get it done' style, with a focus on delivering results.

	TYPICAL CONCERNS WE ADDRESS	SOLUTION AREAS
REVENUE GROWTH	<p>Rapidly unlock profitability</p> <ul style="list-style-type: none"> • Competition is increasing, and growth rate is slowing • Data is available, but it lacks critical insight • Sales performance is weakening and key drivers of performance are unknown • The top-line is growing, but profitability is not • Need to reinvigorate your brand 	<ul style="list-style-type: none"> • Strategy, innovation and growth execution • Customer and product profitability • Pricing and performance analytics • Digital transformation and data management • Profile and reputation management
OPERATIONS	<p>Reduce costs and provide interim solutions</p> <ul style="list-style-type: none"> • Anticipated synergies have not yet been achieved • Production margins are declining against competitors • Management is not performing, or there is an operational need for an interim solution • Management dashboards/business intelligence is poor and lacks the right insights 	<ul style="list-style-type: none"> • Operations planning and business intelligence • Structural cost improvements • Interim management • Discovery and data management
TRANSACTIONS	<p>Conflict free transaction support</p> <ul style="list-style-type: none"> • Business sale preparation and getting IPO ready • Need to assess a potential target and understand EBITDA adjustments before submitting an offer • Deal structuring and execution of a sale agreement • Need to identify and quantify synergies and how to implement them • Communicating around the deal and necessary regulatory approvals 	<ul style="list-style-type: none"> • Pre-and post-deal advisory • Merger integration and carve-outs • Due diligence: financial and commercial • Business value modelling • Transaction communications and stakeholder engagement
FINANCE	<p>Address process, technology and people gaps</p> <ul style="list-style-type: none"> • Processes are too complex, wasteful and lack standardisation • Need for automated dashboards to provide real-time results and key metrics • Require an interim resource in the finance team • Need to simplify cash management operations and improve cash flow and liquidity 	<ul style="list-style-type: none"> • Finance process transformation • FP&A reporting tools and dashboards • Interim management and surge resourcing • Working capital management • Supply chain finance implementation
PEOPLE	<p>Drive rapid, sustainable change</p> <ul style="list-style-type: none"> • Roles are unclear and potentially redundant; SG&A is escalating • Current structure is antiquated, morale is low, and hasn't kept pace with customers • Change projects have stalled • Undertaking a strategic transformation and need help with internal engagement to achieve it 	<ul style="list-style-type: none"> • Organisation design and workforce optimisation • Culture and change management • People analytics • Corporate governance and compliance • Employee communications and engagement



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EXPERTS WITH **IMPACT**

About FTI Consulting

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