

Fast Track by FTI Consulting™

Success Stories

National Office Supply Retailer

- Created a desktop tool to analyze SKU and vendor level data combined with market share intelligence for buyers to use in developing a curated assortment for a prototype store.
- Designed solution with goal to increase margins and sales in a smaller footprint.

National Women's Specialty Retailer

- Simplified the product life cycle process and calendar while also creating a complexity analysis assisting to re-balance organizational workload.
- Developed a line planning tool to allow real time bottom-up visibility into financials.

National Auto Aftermarket Service & Parts Retailer

- Streamlined store operational processes, allowing for a shift of labor to customer facing activities and a reduction of store management layers.
- Redesigned store format to improve adjacencies, add commercial operations and rationalize space to test in a market, with results exceeding company performance.

In today's rapidly changing world of tweets, sound bytes, social media updates and breaking news, it is clear that our culture craves "quick and to the point."

FTI Consulting knows, as well, that time is valuable and that your company needs answers now.

Our Approach to Realizing Value

Fast Track By FTI Consulting™ methodology starts with ***Creating Demand***, the lifeblood of any retailer, flowing into ***Optimizing Cost to Serve*** and culminating with ***Managing ROI*** — hence providing your company with a unique offering that will accelerate the transformational forces within your organization to achieve superior levels of performance.



The retail value equation is at the heart of Fast Track By FTI Consulting™. During the first six to eight weeks, our focus is on identifying levers in the retail value equation that can be influenced quickly and will fund the journey for longer term strategic moves and investments.

Our collaborative approach starts with understanding whether plan and budget expectations are being met. Once the baseline is set, the team focuses on understanding the possibilities, estimating the "win" and considering how best to proceed. The end result is a committed management team that has a full understanding of the opportunities, a roadmap to realize the quick wins and a fully integrated plan to improve profitability over the longer term.

Fast Track™ is geared to cover a broad spectrum of considerations across an entire organization or can be customized to focus on one functional area in as few as three to four weeks.

Our highly disciplined approach is anchored by an analytical framework to identify financial benefits, yet is flexible enough to adjust to changes as the process exposes new opportunities.

Fast Track By FTI Consulting™ Timeline

Week 1	Week 2	Week 3	Week 4
 <ul style="list-style-type: none"> Request organizational charts, previous research & studies, and strategic updates, Request operational data on account and product performance, expense data, etc. Conduct kick off meeting Schedule interviews 	 <ul style="list-style-type: none"> Conduct interviews Visit stores and DC's Baseline current performance Hold 2-3 conference room selective ideation sessions Perform functional 'as is' process analysis with key stakeholders 	 <ul style="list-style-type: none"> Analyze data <ul style="list-style-type: none"> Merchandise performance Store profitability and corporate G&A Organization effectiveness Create detailed opportunity tracking tool to prioritize opportunities and risks 	 <ul style="list-style-type: none"> Working with management, develop recommendations on "what can change" to improve product and store performance, reduce cost, improve service, and increase profitability Create Opportunity Profile for both quick wins and longer term initiatives
Week 5	Week 6	Week 7	Week 8
 <ul style="list-style-type: none"> Validate and prioritize opportunities against expected value and execution and risk factors Confirm direction with sponsors – decide "what will change" Identify where we can take immediate actions to show early success – Quick Wins Roadmap 	 <ul style="list-style-type: none"> Ensure buy-in and build consensus among management Partner with management to detail opportunity profiles including new organizational requirements and other resources Create Integrated Profit Improvement Plan with proper sequencing and integration for initiatives and forecast anticipated results Identify critical success factors 	 <ul style="list-style-type: none"> Conduct detailed program reviews with sponsors – "what, when, and how to change" Ensure that all identified benefits are captured into period/quarter forecasted financial plan Implement tracking of key initiatives thru Fast Track Dashboard <p> Many Activities Typically Set In Motion Prior To Week #1</p>	Moving Towards Implementation <ul style="list-style-type: none"> Implement steering team meetings to remove roadblocks and review status of initiatives Partner with client teams to embed FTI results-oriented DNA Work towards transfer of ownership dates <p> Steering Team Meetings</p>

After the assessment phase, we are prepared to support the organization by launching a set of quick wins yielded from Fast Track™ that build momentum, while assisting with the execution of the integrated profit improvement roadmap, working side-by-side with senior management.

Our senior, experienced team has a hands-on approach and collaborative style. Our global footprint ensures access to the right resources from around the globe. Our solutions are 'implementable' and geared to drive and have an immediate and sustainable impact.



Christa Hart
212 499 3619
christa.hart@fticonsulting.com

CRITICAL THINKING
AT THE CRITICAL TIME™

About FTI Consulting

FTI Consulting, Inc. is a global business advisory firm dedicated to helping organizations protect and enhance enterprise value in an increasingly complex legal, regulatory and economic environment. FTI Consulting professionals, who are located in all major business centers throughout the world, work closely with clients to anticipate, illuminate and overcome complex business challenges in areas such as investigations, litigation, mergers and acquisitions, regulatory issues, reputation management and restructuring.