

## Profitability Assessment

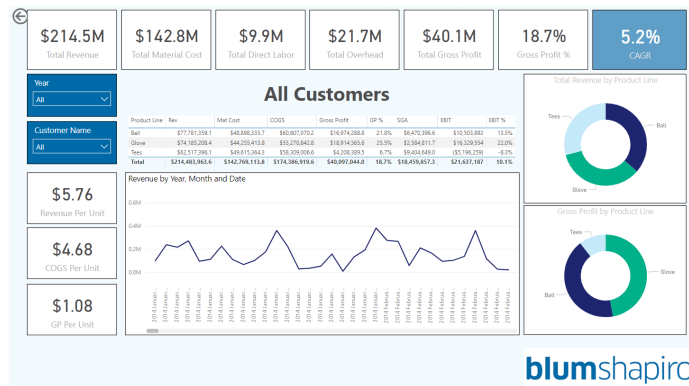
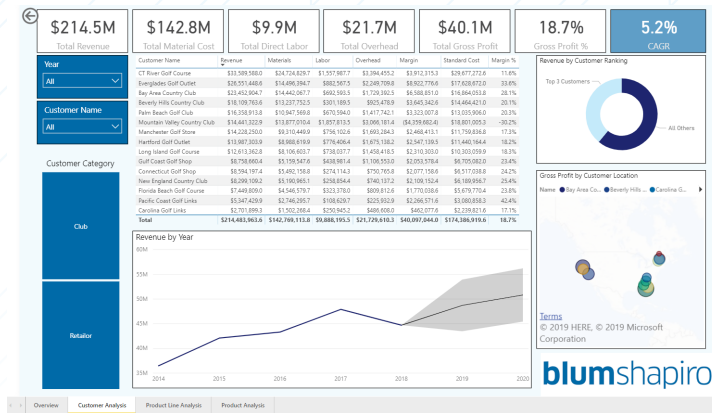
### The Challenge

Getting a true understanding of where your business is generating profit can be a challenge due to the lack of available or quality data within your firm. Our team can partner with your organization to complete a profitability assessment and take on this challenge head-on. This assessment will unlock what your businesses strategy should focus on - the industry, customer, products or services, and/or geography where the profitable growth is coming from.

A profitability assessment can be a helpful exercise for any business, but is particularly important if you're looking to:

- » Get an accurate understanding of the cost structure of your business
- » Assess the profitability of your products and/or services
- » Develop a pricing strategy going forward
- » Help prepare your business to be sold or purchased
- » Identify areas to improve your profitable areas

Our tried and tested three-step approach ensures that your business gets the information that leads to a successful future.



## The blum Solution

### DISCOVERY

A true business advisor doesn't act right away, but rather starts by listening, learning and gaining a thorough understanding of your business. Through our approach we dive into the people, processes, technology and data that keep your business moving. We'll sit down one-on-one with key stakeholders and leadership to confirm the vision of the business.

### ASSESS

In this stage our team will analyze the findings from our discovery and work with your team to lead your business towards its best future. This includes taking a detailed breakdown of revenue at the lowest level. Along with looking at revenue we'll do a deep dive into your cost structure. We will take these details and accurately match your costs to the revenue, leading us to the most accurate representation of your profitability.

### REPORT

After listening and learning about your business, followed by taking a deep dive into your revenue and costs, our team will work with you and develop a roadmap for your future. This will identify, define and prioritize initiatives to help steer your business towards the successful future you have imagined. You'll also receive a breakdown of the details including a report showing recommendations for improving profit as well as process improvements.

This assessment is more than us coming in and looking at your numbers. Our goal is to come in, develop a partnership and work towards creating a future of profitable growth. At the end of our work together you'll feel confident in making business decisions that lead to a more successful future.



For more information about our profitability assessment services, please contact Michael LaCrosse at [mlacrosse@blumshapiro.com](mailto:mlacrosse@blumshapiro.com) or 617.221.1976.