



Operational Due Diligence (ODD)

Trust but verify.

Ensure your Deal Team is seeing the operational upside, current performance constraints, and key performance indicator directionality prior to making the purchase.

Sampling Studies

- Machine and Labor Productivity
- Workflows and Layouts
- Asset Utilization
- Technology Usage Efficiency and Effectiveness
- Communication Infrastructure
- Shared Services Efficiency and Effectiveness
- Cultural Surveys
- Performance Management Systems Reviews
- Revenue Generation Processes and Proficiency Levels

Desktop Analysis

- Order-to-Cash Value Stream Mapping
- Customer Experience Profiling
- Project Management Artifact Review
- Key Operational Indicator Trend Analysis
- Supply Chain Proficiency Review
- Talent Management Profiles
- Company Reputation Analysis

Operational Summaries

- Catalyft *Operational Perspective* Summary Report including :
 - Operations Overview
 - Performance Trends
 - Operational Risks
 - Recommendations
- High-Level Flows (Digital Copies)
- Applicable Survey Results Summary
- Catalyft *Trapped Value Analysis* Roadmap



Industries

Acquire with conviction.

Get a seasoned operational perspective on your potential acquisition, where various elements of trapped value reside, and the level of effort needed to drive EBITDA post-acquisition.