



## 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

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

### Desktop Analysis

- New Capability Modeling
- Order-to-Cash Value Stream Mapping
- Customer Experience Profiling
- Project Management Artifact Review
- Key Performance Indicator Trend Analysis
- Internal and External Benchmarking
- Data Hierarchy Opportunities
- Strategic Sourcing Review
- Pricing and Products & Services Portfolio Analysis
- Technology Enhancement Options
- Training Program Critiques
- Company Reputation Analysis
- Mergers & Acquisitions Risks

### Operational Summaries

- Catalyft's *Operational Perspective Summary Report* including :
  - Operations Overview
  - Performance Trends
  - Operational Risks
  - EBITDA Impacts
  - Recommendations
- High-Level flows (Digital Copies)
- Applicable Survey Results Summary
- Catalyft *Portfolio Firm Opportunities Matrix*
- Catalyft *Trapped Value Analysis Roadmap*—customized pathway to translating operational improvements into financial results



Aerospace & Defense



Automotive & Suppliers



Business & Consumer Services



Chemicals



Construction & Building Products



Distribution Services



Education



Energy & Utilities



Engineering



Financial Services & Insurance



Food & Beverage



Healthcare & Life Sciences



Manufacturing



Media & Entertainment



Mining & Metals



Oil & Gas



Private Equity / Portfolio Companies



Public Sector



Retail



Telecommunications



Transportation & Logistics

## 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.