

The Ask

Prior to acquiring and integrating a world-class consumer products manufacturing firm specializing in skin care & dermatology, this healthcare-focused private equity team partnered with us on a 4-week Trapped Value Analysis—quantifying EBITDA upside potential, isolating operational risks, and addressing the magnitude of organizational change needed to meet investment expectations.

Steven Koinis
Managing Director | Private Equity

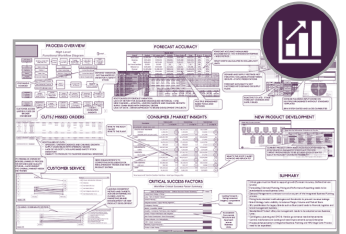


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Trapped Value Analysis (TVA) Approach

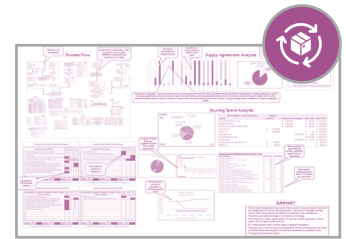
Sales & Marketing

- Critiqued Order-to-Delivery Workflows
- Reviewed Demand Planning and Forecast Accuracy
- Compiled Customer Experience Snapshots and Market Insights
- Outlined New Product Development Lifecycles
- Developed Integration Risk Models
- Created Critical Success Factor (CSF) Models
- Analyzed Missed Order Root Causes (RCA)



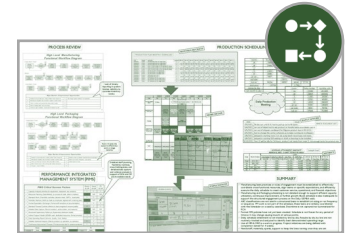
Strategic Sourcing & Supply Chain

- Created Comprehensive Global Supply Chain Process Map
- Analyzed All Supply Agreements
- Developed Dominant Sourcing Spend Categories
- Isolated Inventory Management Weaknesses and Leakage Points
- Analyzed Reporting & Decision-Making Capabilities
- Assessed Freight Cost Management & Logistics Strategy

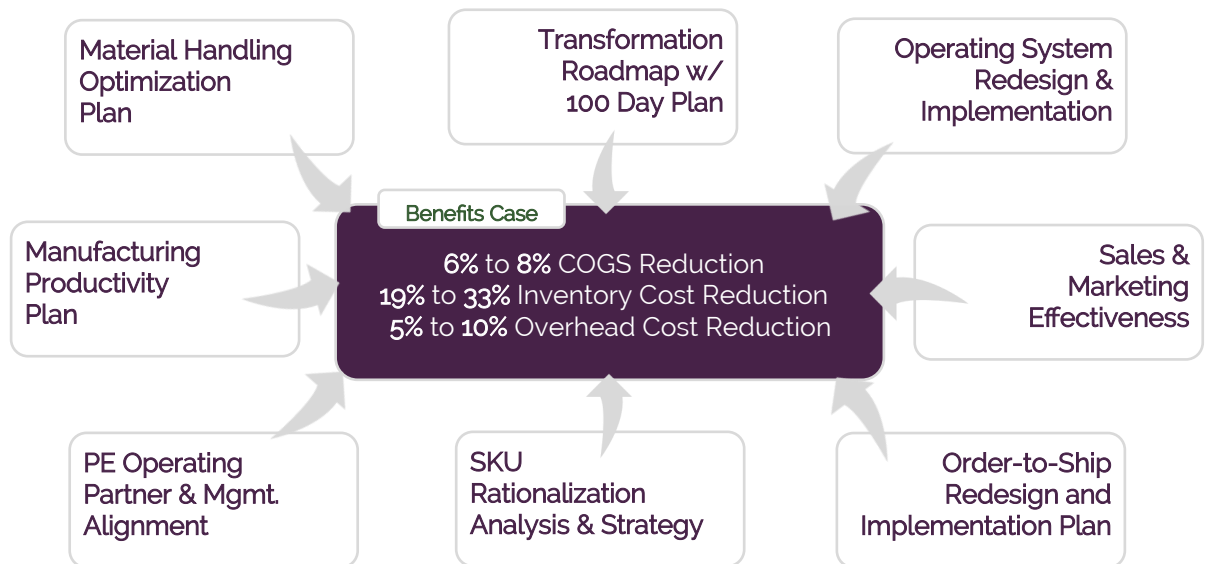


Operations & Maintenance






- Critiqued "Current State" Management Systems
- Analyzed Quality Control and Metrics Management Skill Sets
- Created Manufacturing & Packaging Process Maps
- Summarized Production Scheduling Dynamics
- Developed Visual Factory Control Options and GEMBA Walks
- Flagged Maintenance Work Order & Reporting Risks
- Provided Equipment Changeover Analysis
- Developed ROSS Warehousing System Improvements



Custom EBITDA Growth Playbook



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