



FOCAL POINT |

8

Concerns of the

Chief Financial
Officer

CFO

+ helpful, proven
**operational &
organizational**
support elements

Turning Organizational Energy Into
Results That Matter

1

Financial Planning and Analysis

CFOs are responsible for overseeing financial planning processes - including budgeting, forecasting, and performance analysis - to ensure the organization's financial health and viability.

Support Elements

- Revenue Growth and Enterprise Resource Planning Strategies
- KPI Mapping to Financial Statements
- Operational & Financial Dashboards
- Financial Acumen Programs
- Cloud-Based Control Room
- Executive Alignment Sessions

2

Risk Management and Compliance

CFOs play a key role in identifying, assessing, and mitigating financial risks - including market risks, credit risks, and regulatory compliance risks - to safeguard the organization's assets and reputation.

Support Elements

- Risk Management Programs
- Operational & Financial Playbooks
- Internal & External Benchmarking
- Organizational Change and Culture Assessment
- Voice of the Customer Program
- Decision Science Team
- Knowledge Management System

3

Cash Flow Management

Managing cash flow effectively is a top priority for CFOs, as it impacts the organization's ability to meet financial obligations, invest in growth opportunities, and maintain liquidity.

Support Elements

- Capacity Planning | S&OP
- Operational Levers Mapped to Financial Statements
- Data-Defined Cost Reduction
- Cash Conversion Cycle Acceleration
- Capital Projects and Contractor Management System
- A\R, A\P, and Inventory Controls

4

Cost Management and Efficiency

Controlling costs and improving operational efficiency are ongoing concerns for CFOs, who seek to optimize resource allocation, streamline processes, and eliminate waste to enhance profitability and competitiveness.

Support Elements

- Data-Defined Cost Reduction
- Dashboards & Trend Analysis
- Strategic Sourcing and Supply Chain Professionalization
- Warehousing & Network Optimization
- Project Management Office
- Digital Transformation
- EBITDA Contribution Models

5

Mergers & Acquisitions

CFOs play a key role in acquiring new brands, accretive capabilities, and intellectual property by investing in other companies or acquiring them outright and incorporating into the growing organization.

Support Elements

- Trapped Value Analysis (TVA)
- Operational Due Diligence
- Joint Venture and Partnership Development
- Organizational Redesign
- New Products & Services Think Tanks
- New Org & Culture Assessment
- Acquisition Integration Playbook

**6**

Financial Reporting and Transparency

Ensuring accurate and transparent financial reporting is essential for CFOs to maintain the trust of investors, regulators, and other stakeholders and to comply with accounting standards and regulatory requirements.

Support Elements

- Digital Transformation
- Dashboards & Trend Analysis
- Finance Operations Playbooks
- Finance & Accounting Upskilling Program
- Continuous Improvement Teams
- Project Management Office
- Accounting & Finance Workflow Optimization

7

Technology and Data Analytics

CFOs understand adapting to digital transformation and keeping pace with technological advancements is crucial for staying competitive in today's fast-changing business landscape.

Support Elements

- Tech Analysis & User Surveys
- Dashboards & Trend Analysis
- Contractor Management
- Data Hierarchy Optimization
- Systems Integration
- Project Management Office
- Shared Services
- Decision Science Team
- Tech Application Procedures

8

Devil's Advocacy

CFOs let the data do the talking. They work with executive teams, boards, and other stakeholders to apply their financial acumen and experience to challenge underbaked ideas and risky initiatives that could negatively impact the organization's financial health.

Support Elements

- Executive Alignment Sessions
- Project Management Office
- Pricing, Portfolio & SKU Strategy
- Precision Benchmarking
- Data Analytics & Decision Science Team
- Products & Services Trending
- "Should Cost" and "Make vs. Buy" Modeling