



RESULTS AND VALUE ACCELERATOR

Unlock value, transform operations, catapult
growth, and accelerate results in record time



Management and Business Consultants

AT A GLANCE



The Results and Value Accelerator is designed to quickly create value, reduce cost and increase profitability



Allowing companies in a diversity of industries to multiply revenues, improve cash flow, and dramatically catapult performance across the value chain in record time.



By defining and interpreting complex business issues, as well as designing, developing, and implementing improvement strategies, in processes, and operating management systems

WHY AVALTOS



Avaltos, is a results, and implementation-based organization passionately helping clients achieve compelling economic returns and new sources of value through purposeful methodology, rigorous processes, and collaborative knowledge transfer, taking businesses to the next level and staying ahead of the competition by helping clients adapt to change at an accelerated pace.

ACCELERATION RESULTS IN RECORD TIME

» **35%-45%**

EBITDA Improvement

» **800%**

Increase in touchless orders

» **27%**

Increase of OTIF shipments

» **43%**

Automation of the order to Cash Process

» **59%**

Improvement in Customer Service Cycle Times



RESULTS AND VALUE ACCELERATOR

3 AREAS OF EXECUTION



COST OPTIMIZATION

- » Cost Management
- » Supply Chain Optimization
- » Organizational Improvement



CASH FLOW ENHANCEMENT

- » Cash Velocity
- » Revenue Enhancement
- » Return on Assets



OPERATIONAL EXCELLENCE

- » Product & Customer Optimization
- » Operational Improvement





COST OPTIMIZATION

»» Supply chain Optimization

- Supplier KPI Alignment
- Spend Cube Creation & Management
- Sales & Operations Planning
- Digital Transformation
- Logistics & Distribution Assessment
- Order Fulfillment Assessment
- Supply Chain Metrics Assessment & Improvement
- Analytics and Reporting
- Nearshoring
- Lead Time Reduction
- Supplier Base Fitness & Risk Analysis
- Supplier Rightsizing
- Supplier Diversification
- Supplier Disintermediation
- Benchmarking
- Continuous Improvement
- Contract Management

»» Cost Management

- Cost Reduction
- Cost to Serve Levers
- Costing Methodology
- Evaluation
- Costing Analytics and Reporting



»» Organizational Improvement

- Organizational Alignment and Design
- Change Management
- Span of Control and Layer Improvement





CASH FLOW ENHANCEMENT

»» Cash Velocity

- Revenue Cycle Optimization
- Inventory Optimization
- A/R & Collections Improvement
- A/P Improvement
- Analytics and Reporting

»» Return on Assets

- Asset Utilization
- Asset Overlap

»» Revenue Enhancement

- Revenue Leakage, Recovery, and Assurance,
- Pricing Strategies
- Strategic Venture and Project Development
- Sales Effectiveness
- Analytics and Reporting



OPERATIONAL EXCELLENCE

»» Product & Customer Optimization

- Portfolio Rationalization
- Customer Satisfaction Improvement
- Emerging Market Opportunities
- Analytics and Reporting

»» Operational Improvement

- New Product Launches
- Productivity
- Process Mapping and Improvement
- Labor Efficiencies
- Quality Management
- Analytics and Reporting



OUR CLIENTS



Private Equity, Middle Market, and Investment Firms, trust Avaltos to drive revenue growth and EBITDA improvement through value chain process innovation, post-merger add-on integration, and optimization in operations achieving 5:1 ROI on average.

Our team of specialists and practitioners help clients drive measurable gains in record time.



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