



QUANTALYST

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*Creating Value through
Quantitative Modeling*

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The Assessment

A privately held, regional print distributor seeks to unravel and communicate profit/loss information on more than 4,500 individual customer accounts. The work proved essential in the gaining of maximum value in a pending sale and merger transaction.

The Scope

Develop and report individual customer profitability on all active customer accounts.

Actions/Implementations

- Developed activity-based cost analysis and assignment methodology for each customer.
- Analyzed and calculated auditable complexity profiles for each customer account.
- Separated non-business and business related costs across the organization. Provided documented audit trail of such.
- Calculated and reported quarter-by-quarter customer profitability up to the closing of sale.

The Results

- Customer profitability information provided key input to maximize ultimate corporate valuation and sales price.
- Elimination of non-business related activities, with accompanying audit trail, created enhanced valuation.
- Audit trails backed the credibility of management reporting during the due diligence process - and reduced time to deal close.