



QUANTALYST

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*Creating Value through
Quantitative Modeling*

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The Assessment

A national greeting card company lost its CFO just as a large seasonal product launch was creating a severe working capital shortage.

The Scope

Develop a forward-looking financial case to present to lending institution to support product launch. Simultaneously, introduce a disciplined product development schedule with detailed benchmarks and budgets.

Actions/Implementations

- Implemented a detailed product development plan that tracked tasks and budgets.
- Developed detailed budgetary forecasts to support working capital loan.
- Implemented redesign plan for order to fulfillment processes. Documented present process and worked with associates to achieve throughput gains.

The Results

- Bank approved line of credit to support launch schedule.
- Disciplined product development plan achieved >15% budgetary savings in development cycle.
- New CFO hired and trained in processes to allow successful exit from engagement.