

# Business Performance and Profit Improvement

In today's economy, more so than ever, organizations are facing competitive industry pressures, challenges to revenue growth and profitability as well as increased regulatory requirements.

While most senior level executives can easily identify some of the issues, they often lack the resources to get to the root cause and implement sustainable change.

That's where Smart Devine comes in.



## We follow the spend.

External spending is the category that accounts for between 45% - 70% of the average company cost structure. Our approach is to "follow the money" from cost of goods sold to outsourced services to indirect costs to find opportunities to strategically take advantage of cost saving opportunities.

In addition, our team has the capability to identify innovative ways to improve return on investment from sales and marketing initiatives as well as identifying immediate cash recovery opportunities.



## Why Smart Devine?

### **No Risk – Self Funded Project**

We perform a no risk upfront assessment to identify the areas of opportunity within your organization. There is no commitment from you until we can prove that there is value. Our engagements have an ROI of 5X -10X of our fees.

### **We bring the expertise of seasoned professionals**

You need a partner with a deep understanding of your business. At Smart Devine, you get senior executives who not only have deep subject matter expertise but strong industry knowledge as well.

### **We find value where others can't**

Our comprehensive approach allows us to find value in many different spend categories. While others focus on one or two, we will provide a complete analysis of your financials and operations.

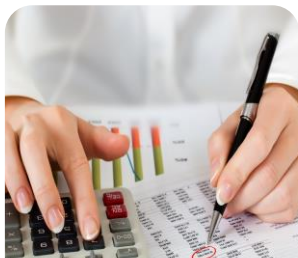
Your time is precious.

Our approach provides a high level of results with minimal intrusion. Every step of our process was built with efficiencies in mind.

## How can SMART DEVINE help your organization?

Our Value Proposition:

- Improving Profitability
- Immediate Cash Recoveries
- Sustainable Margin Growth
- Enhanced Enterprise Valuation



### Improve Cash Profit

- Find Duplicate/Erroneous Vendor Payments
- Sales Tax Recovery
- Pricing Errors
- Unrecorded Credits
- Vendor Overcharges
- Recovery of Unclaimed Property
- Lease Overcharges
- Federal and State Tax Credits



### Strategic Cost Reduction

- Strategic Sourcing
- Direct Cost Management
- Labor Rationalization
- Indirect Spend Management
- Shared Services
- Outsourcing
- Negotiated State Tax Incentives
- Supplier Chain Optimization



### Grow Revenue

- Product and Customer Profitability
- Market Segmentation and Focus
- Channel Management Effectiveness
- Branding Strategy
- Pricing Strategies
- Sales and Marketing Effectiveness
- Portfolio and Product Management
- Competitive Intelligence



### Optimize Assets

- A/P and A/R Management
- Cash Forecasting
- Billing and Credit Management
- Inventory Management
- PP & E Utilization
- Tax Fixed Asset Cost Segregation
- Financial Controls and Monitoring
- Cap Ex Planning
- Order to Cash
- Procure to Pay Cycle
- Key Measurements
- ROI Improvement

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*Smart Devine provides a full range of accounting, advisory, tax and investigative forensic and litigation services to organizations across a variety of industries.*

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