



AlixPartners

Rapid G&A Diagnostic

A catalyst to accelerate G&A
optimization or 'future-proofing'

When it really matters.sm

Many businesses are struggling to operationalize change in an uncertain market



Leaders don't have the time for a deep and exhaustive analysis of every aspect of their G&A functions

However, companies need to optimize G&A functions amidst economic uncertainty – in a way that creates sustainable competitive advantage and addresses a variety of drivers, including:

- Need for rapid EBITDA improvement
- Need for functional optimization to scale for growth
- Failure to effectively integrate post-acquisition
- Stalled transformation efforts

AlixPartners' Rapid G&A Diagnostic identifies 'hot-spots' and drivers of organizational efficiency and effectiveness opportunities – within 5 to 10 days

Four critical business outcomes

1. Clarity of focus

A heatmap highlighting potential opportunity drivers, providing clarity around where to dive deeper.

2. Insight – fast

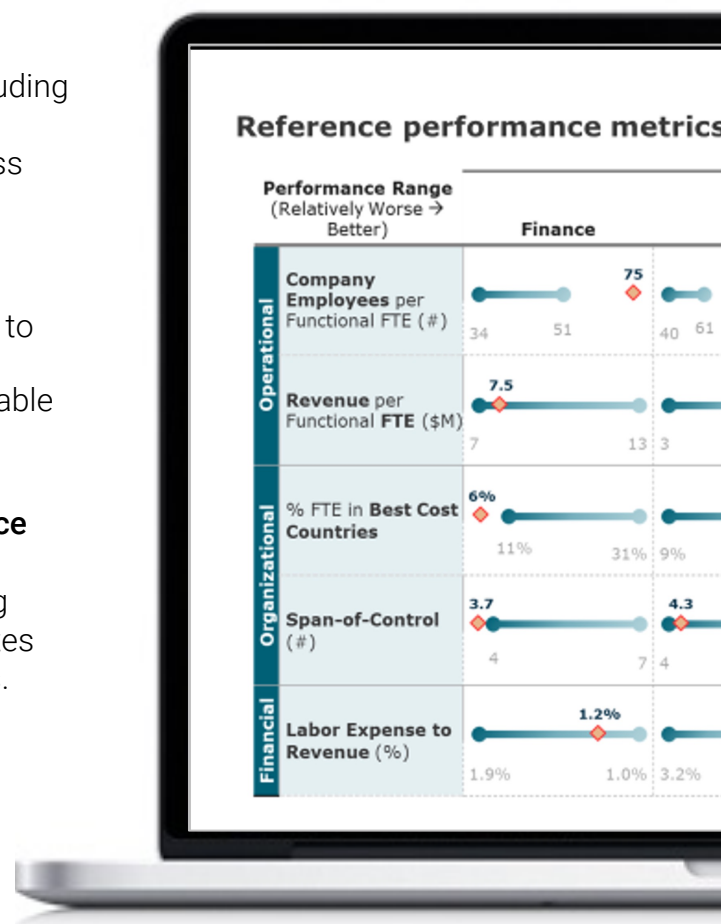
Expert-vetted, rapid insight including a narrative of key findings and recommended next steps across G&A functions.

3. Market comparisons

Optional bespoke comparisons to peers or specific comparable companies, using publicly available information.

4. RPM (Reference Performance Metrics) range overlays

Non-additive overlays indicating preliminary opportunity estimates vs. current performance ranges.



Key Questions:

Pragmatic Baselining

What is the addressable size & cost of G&A functions?

Performance Assessment

What is a competitive size for G&A functions in the future?

Opportunity Identification

What are the priorities and most promising opportunities?

Considerations & Way Forward

What are ways to deliver on the identified opportunities?

The diagnostic result is a quick, minimally intrusive assessment of your G&A performance and resilience, delivering a heatmap of potential drivers of underperformance.



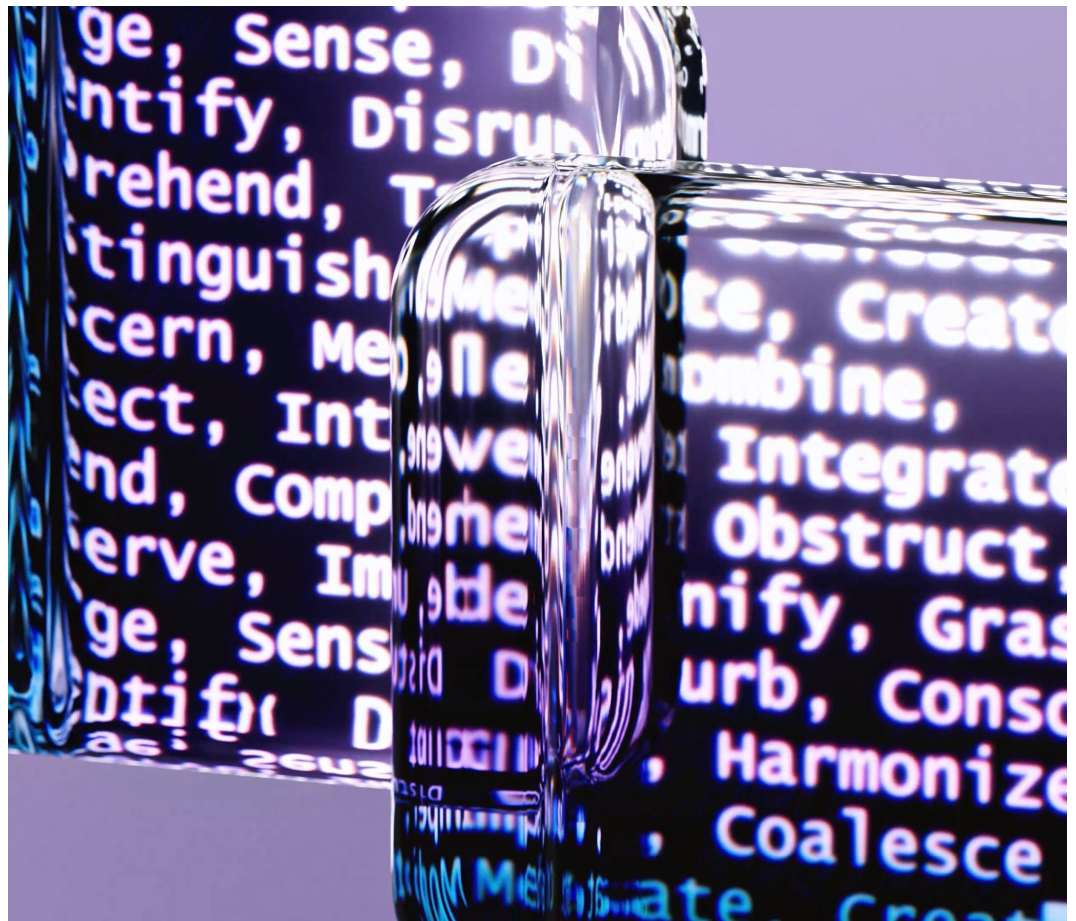
What we'll need

Minimum input required:

- Badge-level census, including location and fully loaded cost
- If available: Total cost (people + non-people cost) by function, for total E2R analyses
- Access to sponsor for context briefing

Even better if...:

- If available: Top 20 external suppliers by function with estimated annual spend
- At least one context discussion with largest functions' executives / stakeholders



Our track record

Large Wholesaler

5,000+
SG&A FTEs

Rapid, credible focus on G&A functions to probe for multi-million-dollar savings. In just five days.

Failure to fully integrate an acquisition had left our client with pockets of duplication, and with fragmentation across the organization and its systems. As a result, poor performance was causing a significant decline in investor confidence.

A Rapid G&A Diagnostic provided focus for teams to do deeper dives and ultimately identify \$40-80M of potential SG&A run rate savings capture, including over \$10M of potential “no-regrets” actions that could be realized within five months.

Value subsequently identified

\$40-80m

SG&A run rate savings capture within two years

\$7-12m

Potential “no-regrets” actions to execute within five months

Our track record

Privately held Professional Services
Company

\$500M

Bespoke peer comparisons to highlight drivers of inefficiency and potential levers to scale G&A teams for growth of new product.

In fewer than 10 days.

PE sponsor top-down analysis indicated that client OpEx was 17% higher than peer portfolio companies – at odds with the management team's point of view.

PE and client management agreed to a Rapid G&A Diagnostic with a bespoke comparison of performance to AlixPartners' reference ranges, vs. five peers to understand drivers of "hot-spots."

Bottom-up G&A Diagnostic results revealed OpEx performance was primarily driven by accounting classification of resources typically found in cost-of-sales. Additional opportunity levers were highlighted, where our client needed to shore up operations to scale for growth of new product.

"It's amazing how
much you know about
us after such a short
amount of time."

Contact Us

Kristina Isakovich

Partner & Managing Director, Global Co-lead,
Organizational Transformation Practice

kisakovich@alixpartners.com

Markus Mantwill

Partner & Managing Director, Global Co-lead,
Organizational Transformation Practice

mmantwill@alixpartners.com

David Hill

Partner, Organizational Transformation Practice

dahill@alixpartners.com

Johannes Kraemer

Partner, Organizational Transformation Practice

jkraemer@alixpartners.com

