



# GRAND Performance Measurement and Management

*Identifying and Capturing Value for Profitable Growth*



## Perform Financial Statement & Profitability Analysis

- Utilize Standard Data Requirements for Data Extracts
- Utilize Standard Financial and ProfitWrench™ Model
- Calculate & Validate Financial and Profitability Results at a Granular Level

- Report P&L, Balance Sheet, and Cash Flow along with pre-built KPI's and benchmarks
- Break down ROCE into Pre-Tax Profit Margin, Asset Turnover Ratio, and Leverage components
- measure, optimize, and predict Productivity, Cost-to-Serve, and Profitability

## Facilitate Management Discussion thru Scenario Analysis

- Create financial and profitability scenarios based on relevant driver variables (i.e. model assumptions)
- Perform scenario (what-if) analysis on various data sets of driver variables
- Discuss analysis and findings to identify initiatives and associated actions

## Identify & Capture Value

- Identify Value Creation and Profitable Growth Opportunities
- Capture Value through well-defined Initiatives and associated Actions

ROCE...  
Profitable  
Growth!

- Value Creation
- Profitable Growth
- Operational Excellence