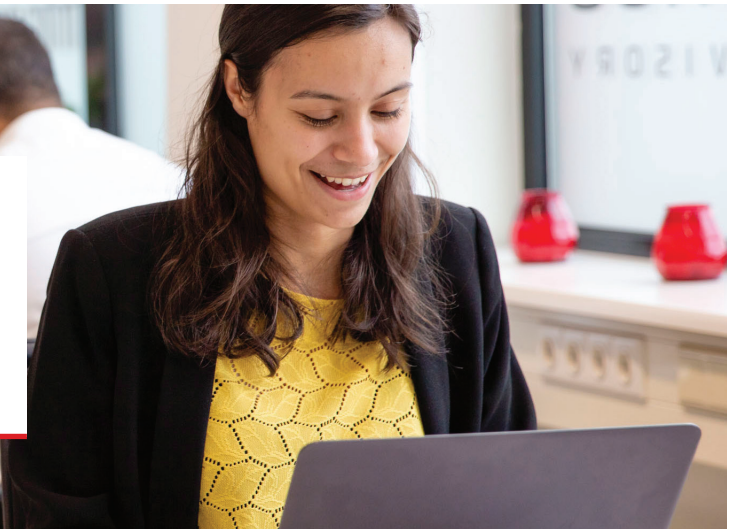


PROFITABILITY IMPROVEMENT

Furthering people for better performance in Do-How



Your challenges

- Identify the real drivers of profitability and act on them.
- Improve your pricing and cost management processes.
- Eliminate superfluous process complexity.
- Bring a process mindset and the right skills within your organization.
- Your cost/profitability model is too complex & not flexible enough to adjust to changes in the organization
- You have no clear view of your most profitable customers / channels / ...



TriFinance expertise

We offer a new combination of services. We combine transition and support, pragmatic advisory and implementation for Corporates, Financial Institutions and Public organizations. We go beyond advisory to generate value for our clients in a pragmatic way, from insights to implementation.

www.trifinance.com

The profitability management process

We assist companies in assessing the current cost & profit models and implementing a stronger profitability management process through 4 specific domains of expertise:

As the saying goes: "If your profit margins aren't rising, chances are your company isn't thriving". The truth is, everyone pays attention to profitability, but few companies have a process to systematically manage costs & profits on a day-to-day basis.

Profitability Reporting



We create transparency in customer & product profitability, assess the cost of services delivery, the productivity of your resources and identify performance gaps with peers.

Cost Model Optimization



We help you gain a better understanding of your costs by challenging & optimizing the maturity of the cost model you have in place and take corrective actions to reduce your costs.

Customer Profitability

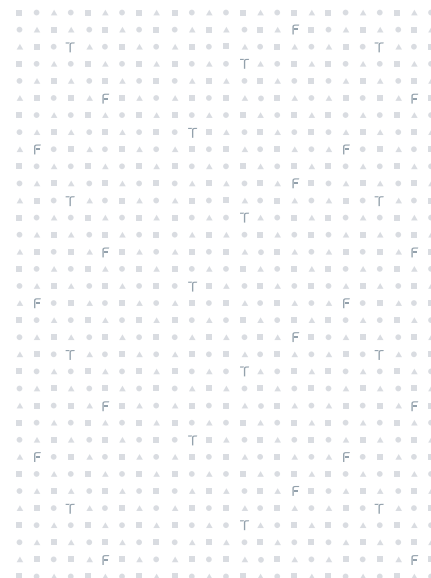


We create a Cost to Serve model and organize customer optimization workshops to share insights on improvement levers related to product/service offering, pricing and complexity.

Process Redesign



We look at the complexity of work to eliminate or redesign any processes or activities for which the cost exceeds the value.



Our approach

2 approaches based on your ambitions & needs

- Fast track approach focusing on implementing quick wins and generate quick lower or medium cost savings
- Full scale approach to implement structural improvements and generate larger cost savings

A to Z project delivery

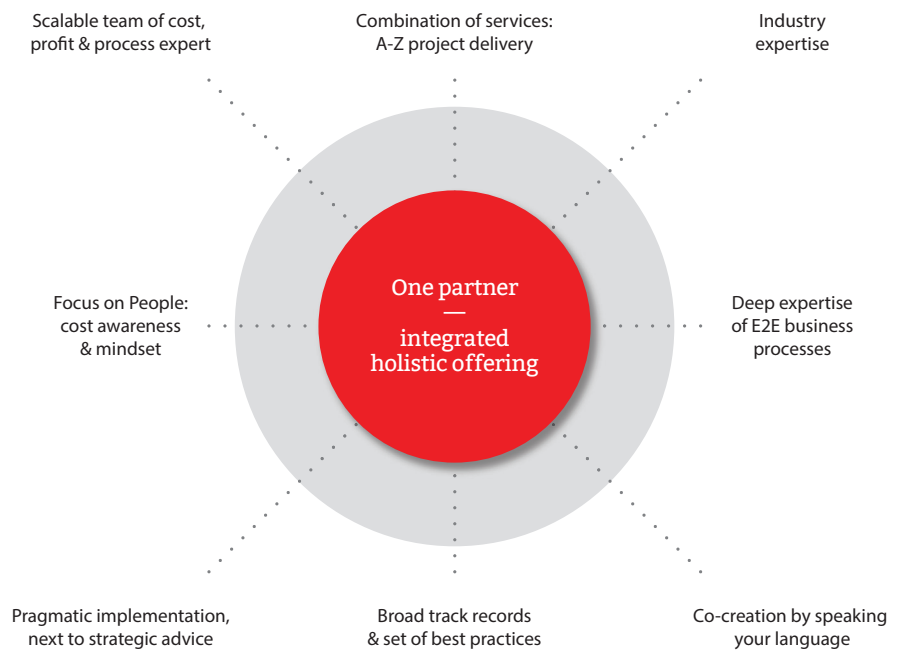
Assessment & Diagnosis:

- Bring transparency to costs & profits
- Analyze cost & profit drivers
- Assess maturity of models & tools
- Assess performance gaps with industry peers and their root cause

Implementation:

- Suggest profitability improvement initiatives
- Assess impact and Prioritize initiatives
- Perform gap analysis
- Implement & Test improvements
- Train & embed within the organization

Cost awareness & mindset of continuous improvement



Get in touch with our team

If you want to know more about our Profitability Improvement offering or if you are interested in a personalized presentation, do not hesitate to contact us.