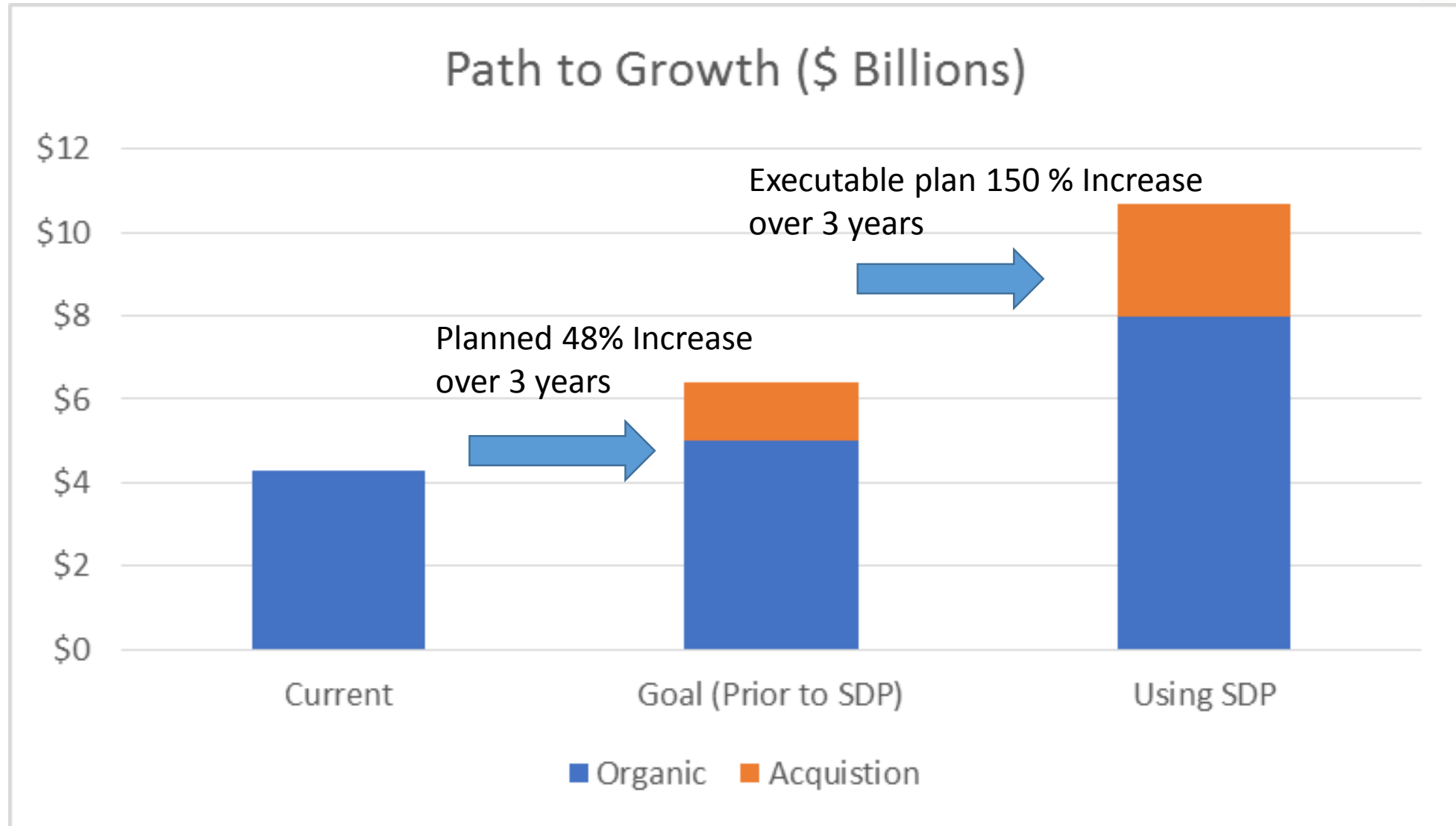


Private Equity Case Study Strategy Deployment

Comparing traditional methods versus SDP



Growth Plan Using SDP



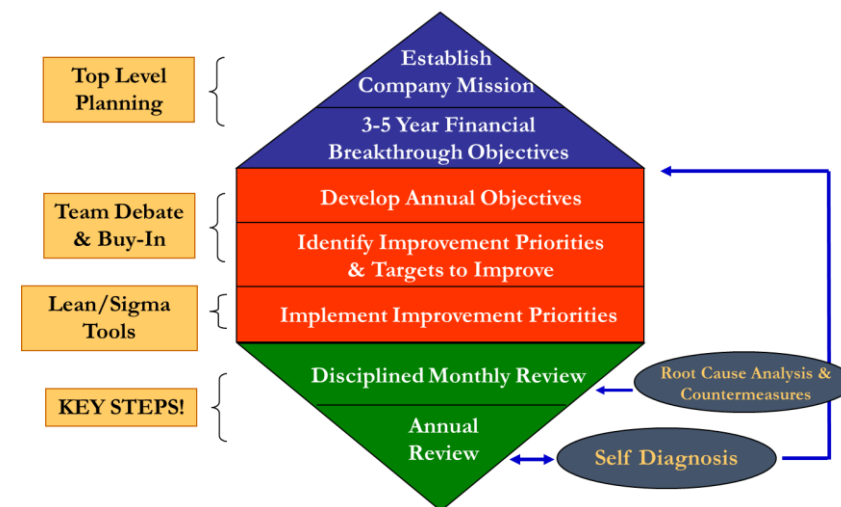
Situation

- \$4 billion distributor comprised of many, small acquisitions without a common operating system.
- Client identified a 48% growth potential over a 6 month period of strategic planning.
- Leadership realized that they did not have the capability to execute across hundreds of locations.
- Client was challenged on how to align many disparate and fragmented operating entities behind the growth opportunity.
 - No common approach to execution.
 - Client asked for a structured approach to facilitate the actions necessary to achieve the growth
 - Wanted a rigorous systemic approach to realizing the expectations of the strategy.

Tasks

- In Q1 2017, the client engaged Next Level Partners to provide the tools and techniques for the business to grow 2X in a 3 year period
- Create cultural alignment across the enterprise.
 - Corporate
 - 5 Divisions
 - 400 Branches
 - 5000 Employees
- Position the business to assimilate new acquisitions

STRATEGY DEPLOYMENT MODEL



Actions

- Trained 15 members of the senior leadership team on Strategy Deployment.
- Created alignment on direction at the corporate level as guidance for the divisions
- Conducted Strategy Deployment training and initial matrix development for 5 divisions over 2 months, training 200 leaders.
- Facilitated breakthrough thinking to empower the team to execute their growth plan.
- Provided a roadmap for enterprise-wide lean transformation.

Results



- Using breakthrough thinking the team members developed a plan to grow 2X over 3 years, well beyond the initial expectation.
- Targeted lean transformation to free up capacity for growth.
- Positioned the business to successfully integrate a \$3 billion acquisition
- Using Strategy Deployment, a common language was created for managing growth, lean initiatives and best practices (500 associates trained)
- Executing on \$2 million of cost reductions and EBITDA improvement identified in the initial value stream mapping kaizens.

Growth Plan Using SDP

