

Operations Performance Assessment

Operations Performance Assessment is a service specifically designed for M & A's, CPA's, Banks, Venture Capitalists, and any other organization that is involved in acquiring or divesting businesses. Operations Performance Assessment will be a valuable addition to your Due Diligence activities. Currently most firms involved in acquisition or divestiture expend the majority of their resources and efforts doing a thorough job of financial Due Diligence. We believe they would benefit greatly from a similar effort in operational Due Diligence. A recent survey showed that most acquirers spend less than 10% of Due Diligence on operations. Yet, when acquisitions fail, it is due to operations over 40% of the time. Our Operations Performance Assessment is designed to remedy this imbalance and significantly reduce the occurrence of acquisition failures due to operations.

How do we get it done?

GEI has several world-class tools to analyze the operational performance of a business. Lean Technical Assessment is a formal assessment tool that results in a detailed report for any business operation. FAST Pull is a proven methodology to align the entire operation from end to end and quickly minimize the amount of total inventory needed to meet actual customer demand. We use these tools and others to assess the current performance of the operation, quantify the amount of improvement that could be achieved, and deliver a plan to meet the higher performance level.

When will Operations Performance Assessment add value for you?

- You invested in a business or company that is in trouble and may start missing their payment targets.
- You want to position a business or company for sale.
- You need an "expert" set of eyes to perform operational Due Diligence on a business or company you are considering for acquisition or investment.
- You need an accurate assessment of the operational performance potential of a possible acquisition or investment - How much better could an operation perform if improvements are made.
- You want to increase your confidence that an acquisition or divestiture decision is valid - GEI can reduce the nervousness.

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