



Operational Audit and Business Process Review

Designed to Support Profitable Growth

Now more than ever Distributors need real time insight into their operations to ensure that business metrics are in constant alignment with business goals, especially as they shift. It only takes a small and brief deviation from that alignment to create a setback that can take months to course correct. Technology can be a huge help in this endeavor, but it is only as successful as the business logic used to apply it.

Mergers & Acquisitions

Succession Planning

Annual Planning

Growth Initiative

Operational Audit and Business Process Review

This review and assessment engagement can be done annually or semi-annually and is typically scoped at one to two weeks, depending on the specific needs of a Distributor, to determine:

- What is the Overall "Grade" of the Business, based on the Current State of the Union
- Areas of Improvement and Areas of Opportunity
- Short Term and Long Term Strategies for Closing any Discovered Gaps in how the Business is Performing against its Goals

The result of this exercise being a Documented Deliverable that outlines our findings, recommendations, and also a new or updated Business Roadmap from which to run the business on a go-forward basis.

Departments Engaged:

- Executive - C-Level Management
- Operations - Purchasing, Inventory Management, Warehouse
- Sales and Marketing - Department Representative(s)
- Finance - Accounting, Payables and Receivables
- Customer Service - Department Representative(s)
- IT - Department Representative(s)

Outsourcing vs Conducting an Internal Audit

Can a Distributor conduct this type of exercise with internal resources? The short answer, yes. Should they? no.

Lack of internal objectivity

Acumen brings experience, expertise and most importantly fresh perspective

Lack of appropriate internal resources

Acumen is skilled across departmental functions with knowledge of best practices on how they should optimally work together. We see things an internal team may not have experience with

Length of time to perform

Our process and methodology is already laid out, we can conduct these exercises in less than half the time it would typically take an internal team

The Acumen Difference - ERP Solutions for Importers, Wholesalers and Distributors

With over 30 years of Distribution experience, Acumen understands the importance of adapting and evolving along with ever shifting market conditions. As a consulting firm, we offer extensive industry experience matched with the deep technical knowledge required to consistently deliver successful Distribution ERP projects on time and on budget.

Founded by Former Distribution Owners • 2013 Infor Western Region Partner of the Year Referenceable Client Base

• Strong Project ROI • 2017 Infor President's Award Winner Full Service Management and Delivery Consulting • 2020 Infor Q5 MVP Award Winner

Talk to us,
scan to book
a meeting

