

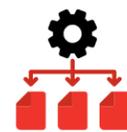
# Strategic Advisory and F&A Transformation Deliver \$5M+ in Annual Savings and Successful Brand Divestiture for Publicly Traded, Multi-Brand Restaurant Operator



## THE CHALLENGE

- Investment in expensive accounting and HR system had not achieved targeted returns
- Relatively costly Accounting and Payroll headcount maintained due to lack of back-office automation
- Compliance and management staffing costs to remain publicly traded company inflated G&A compared to similar sized, privately owned organizations
- Multiple office locations required to support relatively large back-office organization
- Need to improve financial performance to achieve target valuation for brand divestiture

## OUR SOLUTION



### Process Automation & Efficiency

- Implemented automation of manual processes across back-office functions
- Accelerated period end close process through improved systems and workflows



### Benchmarking & Analysis

- Performed comprehensive benchmarking, spend and productivity analysis
- Identified \$3M to \$5M in overhead reduction opportunities across operations



### Office & System Optimization

- Facilitated closure of one office location reducing real estate costs
- Outsourced F&A function with new system of record to replace expensive F&A system
- Renegotiated HR/Payroll license with vendor for additional savings



### Divestiture Support

- Assisted on carve-out and separation of brand for successful divestiture
- Enabled achievement of targeted valuation for brand sale



### Strategic Vendor Management

- Provided handoff enabling client to attain additional \$1M/year savings
- Facilitated renegotiation/reduction of spend with key vendors
- Supported switch of audit partner and elimination of redundant services

## IMPACT

01

Over \$5M in annual G&A and operations spend reduction through systematic overhead optimization

02

Successful divestiture and separation of one brand achieving targeted valuation with comprehensive carve-out support

03

Improved efficiency and effectiveness with new F&A platform implementation, automated back-office processes, and accelerated close cycle