

PERFORMANCE OPTIMIZATION

Preparing to Scale While Enhancing the Bottom Line

Whether they need to build or shore up the infrastructure for growth, turnaround a company in distress, improve an underperforming asset, or revitalize a lagging acquisition, business owners and leaders turn to Ankura to help build the foundation for sustained success. Our team identifies ways to optimize existing capabilities, business processes, and technologies to support growth and scale while streamlining costs through the entire value chain.

SOLUTIONS

At the core of our solutions is a commitment to partner with you to transform, grow, enable, and protect value in the midst of constant change. Our comprehensive performance optimization services are tailored to each client's unique circumstances, culture, and lifecycle.

Process and Cost Optimization

Our experts work with you to get a clear, unbiased perspective on the current state, prioritize optimization initiatives, execute the initiatives, and build a program for continued evaluation.

Organizational Effectiveness and Design

Assessing current effectiveness and establishing the future organizational design must be grounded in future strategy and priorities. Ankura partners with you to build the skills and capabilities needed to sustain success.

Procurement and Supply Chain Optimization

We work with you to analyze your current supply chain and establish a clear future state that delivers reduced capital requirements, improved profitability, and enhanced value creation.

ANKURA VALUE

SPEED

We bring proven methodologies, tools, and approaches that accelerate execution and value creation.

EXPERTISE

Our experts provide deep financial, process, technology, program leadership, change management, business analysis, and subject matter expertise to drive results.

COLLABORATION AND ALIGNMENT

We understand the importance of driving alignment and collaboration across functions and stakeholders to create buy-in and ensure the commitment necessary to deliver.

PEOPLE FOCUS

We work to develop a shared understanding of the WHY, WHAT, and HOW across the organization while equipping team members with new approaches, strategies, and tools to ensure sustainable results.

RISK REDUCTION

Maintain cross-functional focus and momentum to achieve program objectives and drive results while identifying risks and establish effective mitigation plans.

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Customer Segmentation and Profitability Analysis

Our consultants collaborate with firms to segment customers, analyze their profitability, and establish strategies to ensure a market advantage by identifying the right customers for future market penetration.

Solution, Outsourcing, and Third-Party Vendor Evaluation

Ankura provides a neutral third-party perspective to facilitate a holistic evaluation process that considers business strategy, organizational capabilities, and culture to enable your team to make the right decision.

Pricing and Margin Enhancement

Pricing requires a careful analysis and understanding of historic demand, contribution margin, and your customers' likely reactions. Our experts help you understand your pricing options, predict the likely response, and determine the right mix required to create maximum value.

Program Management Office (PMO) Optimization

Our team of experts helps you establish the program management office (PMO), align the organization on the PMO benefits, and begin consistent execution on key strategic program initiatives.

Methodology Development, Execution, and Optimization (including Six Sigma, Agile, SDLC, Lean, and ITIL)

Our team identifies the right methodology for the lifecycle of the organization and equips the team to consistently and predictably use the methodology to deliver results.

Business Analysis

Organizations that cannot respond quickly to changes in their environment run a significant risk of losing market share and eventually becoming obsolete. Our BAs have the unique ability to translate business needs into clear technology requirements that enable teams to deliver results.

Leadership Training, Coaching, and Culture

Our leadership experts cut across typical solutions to drive growth and development of key leaders and their teams, taking an already high-functioning team and unlocking the keys to even greater results.

ANKURA STRATEGY & PERFORMANCE PRACTICE

Ankura's strategy and performance team partners with the leaders of Fortune 500 and private equity firms across industries to deliver transformational change. With deep expertise leading strategy through execution, Ankura serves as a catalyst to jumpstart momentum, build capacity, and accelerate value creation. We work with clients to address their most critical challenges across a broad spectrum of organizational inflection points utilizing a unique blend of business, financial, and technical skills; cross-functional experience; and subject-matter expertise. Our bias toward action, data-driven recommendations, and our unique people-centric approach builds alignment and commitment, drives momentum, and ensures sustained results. To learn more, please [click here](#).

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REPRESENTATIVE ENGAGEMENTS

Driving Revenue and Satisfaction through Process Optimization

Ankura collaborated with a national, private equity-backed healthcare technology organization, leading a cross-functional client team in redesigning business processes and effectively integrating with a consolidated IT system. The company saw a 50% reduction in customer implementation time and an 85% error reduction, improving overall customer satisfaction. At the same time, Ankura identified critical pain and risk points responsible for a 20% decrease in total company revenue and streamlined and automated complex, manual operational processes. The resulting optimized revenue cycle resulted in an additional \$1.2 million in the first year, with rollout expected to result in ten times revenue recognition.

Improving Product Delivery through Agile Development

Ankura partnered with a software development organization to streamline software development and lead an organizational shift through the Ankura team's Agile methodology experience. Ankura's Agile experts and certified Scrum Master worked with the sponsor and a dedicated team of off-shore developers and on-shore analysts to implement Agile Scrum processes. As a result, the client saw increased developer productivity and analyst efficacy and enhanced collaboration between business and IT teams. The client was also able to double its amount of software releases while significantly reducing the number of defects.

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ABOUT US

Ankura is a business advisory and expert services firm defined by *HOW* we solve challenges. Whether a client is facing an immediate business challenge, trying to increase the value of their company or protect against future risks, Ankura designs, develops, and executes tailored solutions by assembling the right combination of expertise. We build on this experience with every case, client, and situation, collaborating to create innovative, customized solutions, and strategies designed for today's ever-changing business environment. This gives our clients unparalleled insight and experience across a wide range of economic, governance, and regulatory challenges. At Ankura, we know that **collaboration drives results.**