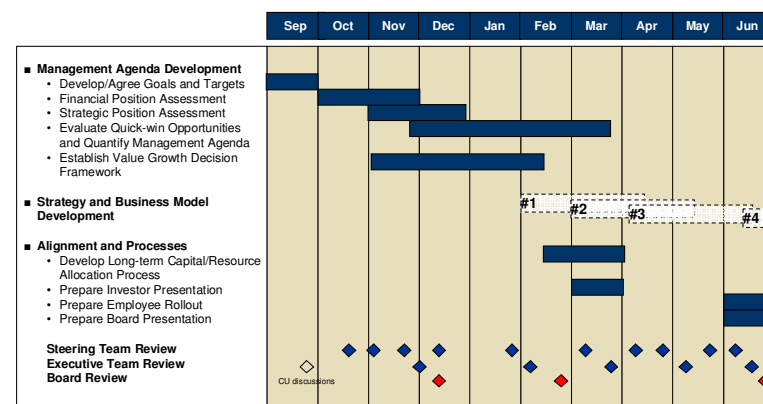


## Office of Strategic Financial Planning & Analysis

*Avondale partnered with management of a leading Security Company to operate as an external, ongoing strategy team to evaluate issues as they arise*

### Activities

- Managed overall strategic and financial planning process
- Developed a consistent and clear set of facts to understand profit contributed by each existing customer as well as detailing the drivers of profitability differences across markets and competitors
- Developed M&A model to evaluate investment opportunities that leveraged core assets and capabilities



### Results / Outcomes

- Enabled quick, decisive decision making through an easily accessible staff
- Developed financial commitments, accountabilities, implementation steps and key milestones
- Provided support for business model changes and resource requirements necessary to create value

NPV by Customer Segment

