

## Lean Turnaround

According to the latest statistics a substantial amount of small and medium companies will move into bankruptcy. What is your turnaround plan to drive sales, reduce costs and grow profit? What is your structured approach to be (come) future proof? Based on our experience, we share how to use lean principles to create value during turnaround process

Upstream Capital – *your dedicated partner to realize your full potential, driven by data analytics*

- 4 we accelerate growth and optimize operational expenses with continuous improvement
- 4 we believe in hands-on value creation and create strategic options throughout the business life cycle
- 4 we align business strategy with operations. We drive customer satisfaction and productivity; helping supply products and solutions of outstanding quality, cost efficiently with shorter delivery times

### How we differentiate ourselves

- 4 unbiased and objective advice to the benefit of our clients
- 4 hands-on strategic and operational value added approach. We work on-site with our clients in order to accelerate sustainable growth and value creation together
- 4 unique combination of skills business development, business transformation, corporate finance, capital raising, data science, lean six sigma and performance improvement

#### Our Services

##### Business Planning

- 4 A company wants to design a business growth plan, with strategic roadmap how to accelerate sales with an efficient and effective expense base

##### Business Transformation

- 4 A company wants to maximize value and eliminate waste. Based on data analytics, a company aims to optimize the flow of people, equipment and cash

##### Corporate Finance

- 4 Raising Capital - a company is seeking either growth capital or acquisition financing
- 4 Recapitalization - a company may seek to recapitalize its ownership structure to attract external investors or take out existing shareholders
- 4 Restructuring – a company wants or needs to (re)negotiate to improve or reset its financing terms and conditions
- 4 M&A and Valuation - Shareholders (incl. PE portfolio companies) are considering to sell the company

### Lean Turnaround

Based on our experience, we share how to use lean principles to create value during turnaround process

- 1) Traditional Turnaround is about productivity improvement, cost reductions, cash generation and low hanging growth opportunities
- 2) In essential Lean Turnaround is about creating a new vision, strategy and alignment of equipment, resources and cash around value streams
- 3) Recalculate your runway (total cash/ burn rate per month), given current revenue versus costs
- 4) Hand pick your lean turnaround cross-functional team members wisely
- 5) Go to the shop floor, identify the root cause(s), stop the bleeding and tighten the ship
- 6) Seek to understand the voice of your customer and develop a turnaround plan together
- 7) Project ideas are listed, scored and selected based on highest value creation in time
- 8) Visual management tools drive to make decisions based on data analytics

Safety first! Stay healthy and take care of others

#### Contact us

In case you require support, please contact us

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