

Expense Reduction Strategies

As we await for a vaccine amid the pandemic multiple companies across the globe are struggling to survive. What is your game plan given the current situation? What are you doing to reduce the expense levels of your organisation? Based on our experience, we share key expense reduction strategies

Upstream Capital – your dedicated partner to help realize your company's 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

Expense Reduction Strategies

Based on our experience, we share key expense reduction strategies

- 1) Demand – focus on key performance indicators. Make what sells, minimize inventory, sell harder and match spend with demand
- 2) Supply – re-negotiate your terms and conditions (e.g. price, payment term, logistics and freight expense, bonus) with suppliers now
- 3) Work Process – focus on process efficiency and minimize inflexibility, variability and waste. Analyse and improve throughput times. Simplify reduce # of process steps and people involved
- 4) Technology – focus on assets, align technology with requirements and drive digitalisation
- 5) Organisation – focus on organisational agility. Analyse and reduce personnel expenses, materials and facilities. Each month establish a new project team to set new expense reductions
- 6) Business – focus on business effectiveness (value add activities), rethink the future, your value proposition and minimize meetings. Set agenda and timeslot in advance. No agenda and/ or no minutes, refuse no meeting

Contact us

In case you require support, please contact us

✉ info@upstreamcapital.nl

☎ +31 6 1518 4909

🌐 www.upstreamcapital.nl