



A Total Remodel

When John Hrudicka set out to transform finance at cabinetry and plumbing products maker Elkay Manufacturing Co., he wasn't going to settle for a few minor upgrades. Hrudicka, now vice president of finance, launched a total renovation that included profitability analytics, customer relationship management, a rolling forecast, and the Balanced Scorecard.

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Time Driven Activity Based Costing: A Simpler and More Powerful Path to Higher Profits



Gartner, PNC Bank and Acorn discuss profit modeling & performance optimization



Harvard Business Review Time-Driven Activity Based Costing



Learn how Acorn helped Citi align their technology assets with operational goals

Acorn Performance Group

Acorn Performance Group (APG) is a global management consulting firm, specializing in delivering operational insight and performance improvement for lasting competitive advantage. We make companies more valuable through pragmatic approaches to driving business actions and decisions through fact-based business insight. All our services are based on the simple premise that fact-based decisions drive better, sustainable results. Said another way, you can not manage what you cannot first measure.



Gain insight into the opportunities revealed using enterprise wide transaction data & profit analytics

Who We Are / Overview

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Our methodology, based on the three steps of Measure-Analyze-Improve, is a sustained iterative approach that empowers clients in continual performance improvement. Anchored by factual results and deep, broad insight into actual operational performance, APG clients have a definitive roadmap to true value realization, not broad, subjective guidance or any need to rely solely on 'gut feel'.

We trace our beginnings to an ex-McKinsey consultant who believed there was a better way – customized approaches, true partnering with our clients, customized solutions, and leveraging of industry and functional expertise in the areas of operational performance. Not consulting speak, but real solutions to real problems.

We guarantee our results and stand by them, knowing we are only as good as our latest work and value delivered to the client.

We focus on value identification and translating this into real value capture and realization. Our consultants have partnered with industry leaders who have realized over \$1B in annual profit improvements and created over \$9B in shareholder value.



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What We Do / Overview

Our clients call us when they have tried the traditional approaches and have still not seen the results. We bring an innovative methodology and solution to each engagement as well as best practices by industry and function. They turn to us when they need real insights into profitability, cost and capacity and its relation to their strategic initiatives. They need validated information to drive their decision making from the strategic to the tactical.

Recognized leaders like Charles Schwab, Lowe's, SYSCO, and Coca Cola have turned to the consultants of APG to deliver lasting results, best their competitors, and drive lasting performance improvements. These leaders succeed in the same basic manner, leveraging the simple, proven approach of Measure-Analyze-Improve, tailored to their unique structure and operations, always focused on driving insight to the point of decision making.

We work with top management, train all levels of the company to sustain our work, and form a basis for true value creation and sustained competitive advantage. We do not settle for the status quo or tired approaches, we focus on delivering innovative solutions based on driving a financial perspective to operational decisions. Clients of APG are able to run their business on facts and hard numbers, not intuition and gut feel.



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Why We Are Different / Overview

- 1) We bring a proven and unique methodology.
- 2) We can deliver a sustainable solution (not just a one-time snapshot).
- 3) We rely on our innovative and unique intellectual property, including our software assets and our reference knowledge store (industry models, best practices, benchmarks, value opportunities).
- 4) Our focus and expertise leads to a significantly lower overall cost and a deeper, broader solution.



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