



Strategic Profitability Insights (SPI)

KPMG's SPI platform helps extract key financial data and delivers deeper insights into the value of a deal, faster



If you're looking at a potential acquisition or transaction, you have limited time to discern its real strengths and weaknesses. KPMG's Strategic Profitability Insights (SPI) platform helps extract key financial data that may not be accessible by other means—helping to provide deeper insights, faster.

With Azure's easy customization, nearly unlimited capacity, and range of financial applications, KPMG professionals can gather and analyze data more efficiently and in greater detail to help generate valuable insight at deal speed.

Deeper Questions, Better Decision-Making

Today's M&A Landscape:

- Shorter deal processes
- Limited access to data management
- Multiples near record highs

SPI Drives Value by:

- Using proprietary tools
- Integrated service groups
- Being industry-relevant
- Taking an investor-focused approach

Whether your business is assessing a potential acquisition or seeking to maximize its performance in a highly competitive business environment, you face challenging questions. The right data can help answer these questions and change the game to your advantage.

KPMG's SPI empowers KPMG professionals to gather and analyze data efficiently and in greater detail. Placing the platform on Azure and engaging complementary technologies, such as Power BI, enhances the insight, depth, speed, scalability, and efficiency of SPI.



Customers

Which customers and segments are the most and least profitable in the portfolio?

How much share growth is available in attractive segments?
What is the level of portfolio risk?



Products

Which products are the most and least profitable in the portfolio? Alignment with market growth trends?

Which products drive cost and complexity in the value chain and are candidates for rationalization?



External partners

How much is supplier consolidation impacting profitability? Level of substitution/Value engineering?

Which functions have been outsourced to specialty providers for improved service level and efficiencies?



Supply network

Does the supply network (manufacturing, distribution, sales) present competitive advantage on the market?

Are new locations driving growth? Are network assets (Plant., warehouse) being operated at optimal efficiency?



Operating model

Does the operating model align with the segment value drivers and service expectations?

Is the go to market model for segments differentiated based on profitability potential and affordability?



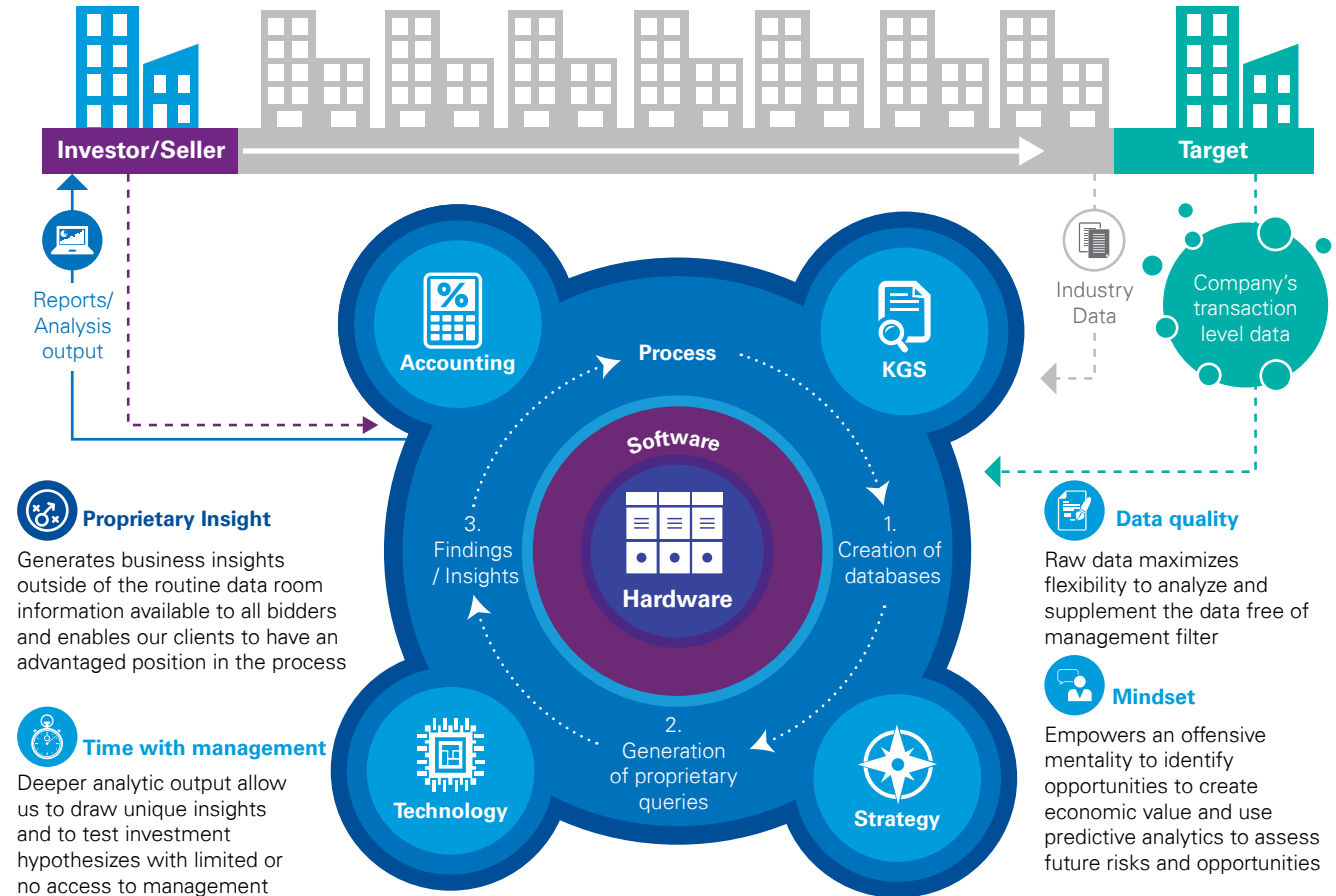
Financial roadmap

What are the root causes of profitability differences and potential actions?

What is the actionable value to drive prioritization of profit improvement implementation actions?

Turning Data Into Insight

A company's transaction-level data is a core knowledge source that contains a cohesive number of dimensions to analyze and produce proprietary insights.



Contact us

To discuss how KPMG can help you gather and analyze data efficiently and in greater detail and develop these insights at "deal speed," please contact:

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