CLIENT SERVICE OVERVIEW



Profit Margin Recovery Programme

Understand where profitability is leaking and what to change first.

PROFESSIONAL FEE	REVIEW OPTIONS	BEST FOR	PRIMARY OUTCOME
Quoted to scope	**Focused + Comprehensive**	Manufacturers, distributors and established owner-led SMEs	Margin improvement opportunities and an evidence-led action plan

The client question

"Why is more turnover not producing more profit?"

OUR DIAGNOSTIC FOCUS

1. Agree margin baseline
2. Analyse cost drivers
3. Quantify opportunities

What this review delivers

- **Commercial profitability scope**
  Agree the business unit, products, services or customer segments under review.
- **Cost and margin baseline**
  Reconcile available sales, direct costs and operating inputs consistently.
- **Customer or product contribution**
  Identify weak-margin patterns and potential cross-subsidies.
- **Pricing and operating levers**
  Evaluate pricing, purchasing, utilisation, rework and process effects.
- **Opportunity and risk assessment**
  Assess plausible improvements without double-counting or unsupported savings.
- **Management decision roadmap**
  Prioritise improvements, measures and a management read-out.

How SBS works

EVIDENCE › DECISION › ACTION

Focused Review — Quoted

FIXED FEE · DEFINED SCOPE

Agreed review boundary
One product, customer group or activity; agreed records and one management discussion.

Included deliverables
Concise margin findings and recommendations, as defined in the quotation.

Comprehensive Review

FIXED QUOTATION TO SCOPE

Expanded investigation
Several segments, deeper margin modelling and interviews; a clear improvement roadmap.

Before work begins
Agree scope, deliverables, timing and fixed fee in writing.

SBS consultancy only • Technical implementation separately scoped and quoted by specialist partners.

Take the next step | Arrange a confidential discussion to agree the review scope and a fixed quotation.