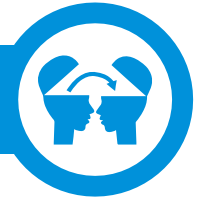


# Business modeling services: Client case studies

## Maximizing shareholder value through PFI Consulting



### Client challenge

A KPMG client was considering a sale to a potential investor and realized they needed help in preparing a company forecast.

The company reached out to our BMS team for help with less than two weeks before an important meeting with a potential buyer.

### The project

We reviewed the client's projections and offered suggestions for improvement in a number of areas.

This included the level of detail and presentation of the forecast, as well as strengthening some of the likely focus areas of the buyer.

In addition, we reviewed each key input and offered feedback on the reasonableness and supportability.

### Client results

With our help, the client was able to develop a supportable and professional looking discussion document that built credibility with the potential buyer.