

**VALUE DRIVERS DERIVED FROM CLIENT CASE STUDIES**

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 Proprietary and Commercial in Confidence



**DRIVERS OF ASSET VALUE**

**X-REF TO CHART OF ACCOUNTS (optional)**

**Improved market position**

Profitable group/company positioning in the market  
 Profitable management of market perception of risk

**Profitable acquisition**

Profitable acquisition of valuable estate  
 Profitable acquisition of valuable IT systems  
 Profitable acquisition of valuable production assets / plant  
 Profitable acquisition of new valuable personnel  
 Profitable enhancement of value of personnel  
 Profitable acquisition of IC (Intellectual Capital)  
 Profitable acquisition of brand  
 Profitable enhancement of brand

**Improved cash at bank**

Reduced overdraft/loans/increased cash in the bank  
 Income from sale of assets - sale of capital assets

**DRIVERS OF REVENUE VALUE**

**Acquisition of profitable relationships**

Acquisition of profitable new client relationships  
 Acquisition of profitable new channels to market  
 Acquisition of new/increased economic rental  
 e.g. car parking charges; road parking fees; fines related to use of public infrastructure; bridge/ferry/road tolls; building rental; asset sharing deals; secondments; etc.

**Improved profitable sales infrastructure**

Enhancement of profitable new sales personnel skills and relationships  
 Acquisition of profitable improvements to sales processes  
 Acquisition of new company data and knowledge that are put to profitable use in sales  
 Enhancement of the value of the organisation's data and knowledge that is put to profitable use in sales  
 Faster adoption of emerging technology that is put to profitable use in sales

**Improved funding**

Acquisition of new funding from philanthropic sources (charity, individuals)  
 Acquisition of new/increased funding from Government / Treasury  
 Acquisition of new/larger grants/subsidies/funds from international bodies (e.g. World Bank, EU)  
 Acquisition of new/larger support grants from Government / Treasury  
 Acquisition of budget increase from Government / Treasury

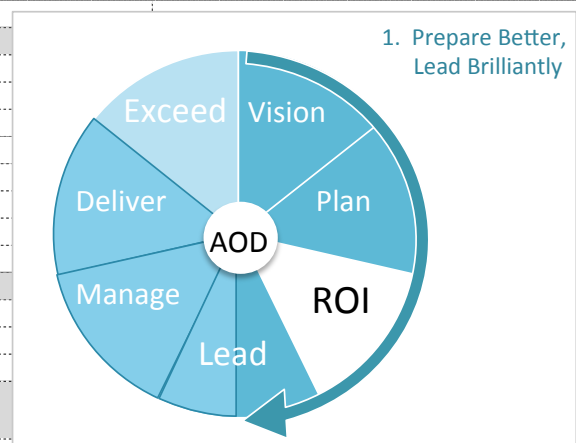
**Improved pricing**

Improved profit margin per sale driven by better product/service alignment with market to optimise sales against price and cost  
 Acquisition of new organisation data and knowledge on prices and costs that is used to drive better pricing  
 Enhancement of value of organisation data and knowledge on prices and costs that is used to drive better pricing

**DRIVERS OF REDUCED COSTS**

**Reduced personnel costs**

Reduced head count



Reduced/avoided recruitment	
Reduced employment overheads	
Reduced cost of salaries (without reduced headcount or terms; e.g. reduced overtime)	
Reduced benefits	
Reduced terms	
Reduced accommodation	
Reduced costs of travel	
Reduced services to personnel	
Reduced training	
Reduced management and communication overheads	
Reduced skill-to-task mismatches	
<b>Reduced cost of sales</b>	
Acquisition of brand enabling lower cost of sales	
Improved sales processes enabling lower cost of sales	
Shorter sales cycle enabling lower cost of sales	
Reduced volume of unprofitable sales	
<b>Reduced cost of ownership of assets</b>	
Reduced maintenance costs	
Reduced security costs (inc. losses)	
Reduced insurance costs	
Reduced cost of rates	
Reduced cost of utilities	
<b>Reduced cost of Research and Development</b>	
Reduced length of R&D lifecycle	
Better use of company data and knowledge that reduces effort/cost of R&D	
Lower costs from outsourcing/sharing of R&D	
<b>Reduced cost of production</b>	
Reduced cost of raw materials	
Reduced cost of ownership of IT systems - operations, maintenance, licences	
Reduced cost of ownership of production assets / plant	
Reduced cost of production processes from improved process efficiency	
<b>Reduced cost of projects and programmes</b>	
Reduced/avoided/cancelled purchases	
Reduced/avoided 3rd party costs	
Reduced/avoided lost-opportunity costs	
<b>Reduced cost of capital</b>	
Reduced inventory	
Reduced WIP (Work In Progress)	
Reduced debtors	
<b>Reduced cost of rectification</b>	
Reduced effort per error on investigation and recovery	
Reduced volume of re-supply per error	
Reduced billing write-offs / compensation per error	
Reduced legal expenditure per error	
<b>Reduced cost of penalties</b>	
Reduced penalties driven by better performance against SLAs	
Reduced penalties driven by better compliance	
<b>Reduced cost of having sub-optimal financing</b>	
Avoidance of losses through sub-optimal corporate finance (debt, investment)	
Avoidance of losses through sub-optimal treasury management - raising money in markets	





