



Avant-Edge™ Profit Optimizer Overview

AVANT®
ADVISORY GROUP
SECURING VALUE



WE JUST LEVELED THE PLAYING FIELD

Fortune 500 Data Analytics for Middle-Market Companies

Avant-Edge™ Profitability/EBITDA Optimizer is a proprietary tool that brings Fortune 500 “big data” analytic capabilities to lower-middle & middle-middle market businesses. We help a company grow its sales, gross profits, EBITDA, and cash flows from its existing customers and products. We also help underperforming companies move into the top quartile or higher of profitability compared to like-sized competitors.

What makes the Avant-Edge™ tool different and so effective?

- Minimal inputs – 6 data points that every company already has (**what** was sold, **when** it was sold, to **whom** it was sold, **how** many were sold, the **price** it was sold at, the **cost** of what was sold)
- Maximum value – 2-5 percentage points improvement in gross margin
- Quick turnaround time to identify opportunities – **7 days**
- **No** capital outlay or investment required
- **No** implementation costs and we can guarantee **no less than 2x return** on any fees paid (**3x+ recurring return**)

Advanced and proprietary algorithms combined with our expertise highlight sales and profit improvement insights not identified from spreadsheets, dashboards, financial reports, or business intelligence tools.

One actual example of what is possible...

Distributor

Pre-Engagement

- \$57 million in sales
- \$850K in EBITDA (1.49 percent of sales)
- “It stopped being fun a long time ago.” CEO / Owner
- Management believed it operated in a “high volume, low margin” business –unaware of the incremental profit opportunities
- Company’s bank downgraded its outstanding loans and put Company on the “Watch List”

Post-Engagement (1 year later)

- \$62 million in sales
- \$4.4 million in EBITDA (7.1 percent of sales)
- Significantly increased Company valuation
- Company now in industry's top decile in financial performance
- Previous bank loans completely repaid, and new bank loans obtained for expansion

Traditional advisory firms to small and medium businesses cannot match Avant’s speed to initial insights (7 days) and 2 – 5 points improved gross margin recommendations & guaranteed minimum 2x return!

Which companies benefit most from Avant-Edge™?

Industries

- Manufacturing
- Distribution
- Retail
- Wholesale
- Professional services



Revenues

- \$25 M to \$400+M

Our Team –Dedicated to *Securing Value*



James F. Davidson

CM&AA, CM&AP, CPA, CGMA, CFF,
CFE, CBA, CTP, CIRA

President

JDavidson@AvantAdvisory.com



John J. DeMartino

CPA, CGMA, FINOP

Managing Director – East Coast

JDeMartino@AvantAdvisory.com



Carlos V. Freyre

CPA, MBA

Managing Director – Florida

CFreyre@AvantAdvisory.com



Peter J. Mares

CPA, MBA

Managing Director

PMares@AvantAdvisory.com



Dave Stark

Principal Consultant

DStark@AvantAdvisory.com



Frank Rochon

Principal Consultant

FRochon@AvantAdvisory.com