

Manufacturing Performance & Value Creation.

See performance pressure earlier. Know where management should act. For PE-backed and investor-owned manufacturers navigating margin, cash, working-capital, forecasting and operational performance pressure.

REQUEST A SIGNAL REVIEW

01 — THE CORE PROBLEM

The data is already there. The connection is missing.

Manufacturing performance rarely deteriorates through one isolated number.

MARGIN PRESSURE

Material costs · pricing · mix · labour · productivity

CASH PRESSURE

Inventory · receivables · payment cycles · operating delays

FORECAST CONFIDENCE

Weakens before the financial result becomes obvious

SUPPLIER PRESSURE

Affects both margin and delivery reliability

THE QUESTION IS NOT ONLY “WHAT HAPPENED?”

- What is changing?
- Why does it matter?
- Where should we intervene?

02 — WHERE PERFORMANCE PRESSURE SHOWS UP

Margin Compression

Pricing · mix · material cost · labour · operating efficiency

Cash Conversion

Liquidity visibility · collections · payment timing

Inventory / Working Capital

Excess and slow-moving stock · receivables · cash tied up

Supplier Cost Pressure

Supplier increases · concentration · sourcing pressure

Forecast Accuracy

Forecast vs actual · planning confidence · variance

Revenue Quality

Pricing · discounting · mix · unprofitable growth

Operational Bottlenecks

Capacity · production · delivery · revenue leakage

Financial / Planning Visibility

Multi-entity complexity · reporting and planning gaps

03 — THE ENTRY POINT

Manufacturing CFO Signal Review.

A focused executive review identifying where manufacturing performance is changing across margin, cash, working capital, forecasting, supplier cost, revenue quality and operations.

- See the most material performance signals
- Understand how those signals relate
- Prioritise the management questions that matter
- Identify potential intervention areas
- Define ownership and next action

04 — BUILT AROUND THE DATA YOU ALREADY HAVE

Actuals · Revenue · Cost · Margin · AR · AP · Inventory · Procurement · Production · Capacity · Forecasts · Budgets

SAP / ERP IS THE DATA ENVIRONMENT. VALUEFABRIC CONNECTS THE SIGNALS TO MANAGEMENT DECISIONS AND EXECUTION.

Signals are read in combination — not in isolation.

A supplier cost increase may look like a procurement issue. Inventory growth may look like an operations issue. Forecast deterioration may look like a finance issue. Together, those movements may reveal a developing performance trajectory affecting margin, cash and management confidence.

THE OBJECTIVE IS NOT ANOTHER REPORT. THE OBJECTIVE IS A CLEARER MANAGEMENT DECISION.

05 — THE VALUE CREATION FLOW

Connect

Financial, operational, commercial and supply-chain signals.

Interpret

Understand which movements matter individually and together.

Prioritise

Identify where intervention can create measurable value.

Decide

Define intervention, owner, expected impact and timing.

Execute

Translate the decision into accountable action.

Verify

Measure EBITDA, cash, working capital, forecast reliability, operations.

06 — WHY VALUEFABRIC IS DIFFERENT

Most systems show what happened. ValueFabric connects what changed → the decision taken → the intervention executed → the outcome created.

Every governed, verified outcome strengthens the evidence for the next comparable decision — which signals mattered, which intervention worked, and whether the improvement reached EBITDA, cash or working capital.

Models can be copied. A verified history of which interventions created value — under which conditions — has to be built over time.

THAT IS THE VALUEFABRIC MOAT

07 — COMPOUNDING INTELLIGENCE

What is changing?

Signal Pattern Intelligence

↓

What does it mean together?

Signal Relationship Intelligence

↓

What worked under comparable conditions?

Intervention Outcome Learning

↓

Better evidence for the next decision.

PERMISSIONED · GOVERNED · STRUCTURED EVIDENCE

08 — ONE CONNECTED CFO OPERATING MODEL

DYNAC

Continuous FP&A

Forecasting · budgets · rolling forecasts · scenarios · variance management

VALUEFABRIC

Operating Intelligence

Diagnostics · performance signals · cash control · Decisions Architecture · execution support

OUTCOMES

EBITDA · cash · working capital · forecast reliability · management control

OPERATOR JUDGEMENT + HUMAN EXECUTION CONDITIONS + STRUCTURED INTELLIGENCE

The strongest intervention is not always the one an organisation can execute. ValueFabric combines structured intelligence with operating context and accountable ownership.

SIGNAL → DECISION → ACCOUNTABLE EXECUTION → VERIFIED OUTCOME

09 — WHAT HAPPENS AFTER THE REVIEW

The review does not prescribe the solution. It identifies where to go next.

Forecast / planning

Continuous FP&A

Cash / inventory / working capital

13-Week Liquidity & WC Control

Margin / procurement

Procurement Signal Review

Multi-entity visibility

Financial Control + FP&A

Multiple performance signals

Value Creation Program

Cash-critical situation? Request a complimentary 13-Week Liquidity Working Session.

CAPABILITY STATUS

The ValueFabric methodology, analytical logic and Decisions Architecture are applied today. The governed intelligence engine designed to perform these activities continuously and at scale is in active development. Cross-context learning is permissioned, governed and structured — not unrestricted pooling of raw company data.

AUDIENCE

CFOs · Group CFOs · VP Finance / FP&A · CEOs · COOs · operational leaders · PE Operating Partners · portfolio value-creation leaders · ValueFabric AG · value-fabric.com