VALUEFABRIC

PE-BACKED & INDEPENDENT DISTRIBUTION & WHOLESALE COMPANIES
CEOs, CFOs & COOs

DISTRIBUTION & WHOLESALE VALUE CREATION DIAGNOSTIC

Understand where distribution & wholesale performance can improve. Know which actions to prioritise.

Identify potential EBITDA, margin, cash, working capital, inventory and operational improvements using the financial reports you already have.

INDICATIVE TRADITIONAL ADVISORY ENGAGEMENTS*

Boutique	$20K–$60K
Strategic / Big 4	$75K–$250K
Top-Tier	$300K–$800K+

VALUEFABRIC

$1,499

Distribution & Wholesale Value Creation Diagnostic

PDF REPORT + EXCEL MODEL + 2 EXPERT HOURS INCLUDED

We are not discounting consulting.

We are changing the economics of distribution & wholesale value creation intelligence.

NO IT INTEGRATION. NO SYSTEM ACCESS.

Start with your annual report or existing financial statements.

Additional inventory, purchasing, pricing, warehouse and operational data can be reviewed where available.

WHAT COULD A DISTRIBUTION & WHOLESALE PERFORMANCE IMPROVEMENT BE WORTH?

$100M REVENUE × +1 pt EBITDA MARGIN = $1M POTENTIAL ANNUAL EBITDA*

FIVE DISTRIBUTION & WHOLESALE VALUE CREATION PRIORITIES

01 **INVENTORY & REPLENISHMENT**
Demand forecasts, purchasing, excess stock and replenishment.

02 **PRICING & GROSS MARGIN**
Discounts, supplier costs, rebates and product profitability.

03 **WAREHOUSE & FULFILMENT PERFORMANCE**
Order accuracy, warehouse productivity, fulfilment costs and delivery reliability.

04 **CASH, WORKING CAPITAL & FINANCIAL PLANNING**
Inventory, receivables, payables, cash conversion and forecasts.

05 **BUSINESS VALUE**
EBITDA, working capital efficiency, cash generation and exit readiness.

FOUR STEPS TO ACTION

01 Analyse › **02 Identify** › 03 Prioritise › 04 Roadmap

Financial health, distribution & wholesale performance drivers, industry peer benchmarks, improvement opportunities and a recommended **100-Day Action Plan**.

FROM DIAGNOSTIC TO ONGOING SUPPORT
CFO OFFICE AS A SERVICE →

From $2,769/month
Optional, separately scoped CFO and FP&A support for inventory profitability, financial control, working capital, cash flow and performance improvement.

Discover where your distribution & wholesale business can improve.

REQUEST YOUR DISTRIBUTION & WHOLESALE VALUE CREATION DIAGNOSTIC →

value-fabric.com

* Advisory price ranges are indicative for broader engagements, not equivalent service scopes. EBITDA illustration is arithmetic only, not a forecast, validated opportunity or guaranteed result. Distribution & wholesale operating drivers are assessed to the extent supported by available data. Detailed inventory, pricing, supplier and warehouse performance analysis may require additional operational data. Additional operational analysis and implementation are separately scoped.