

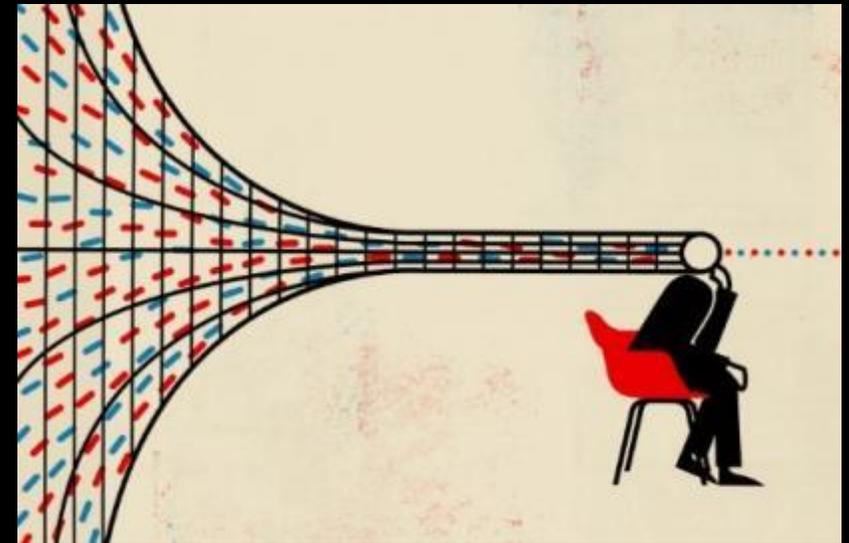
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Usable analytic tools to run  
your business today and help  
you prepare for tomorrow.



## Agenda

- Overview
- What is advanced analytics?
- Live example: Baker Tilly sample and select use cases



We assist a client's executive and operational management teams focus on and prioritize the potential profit centers within their current business and or their desired future asset base.

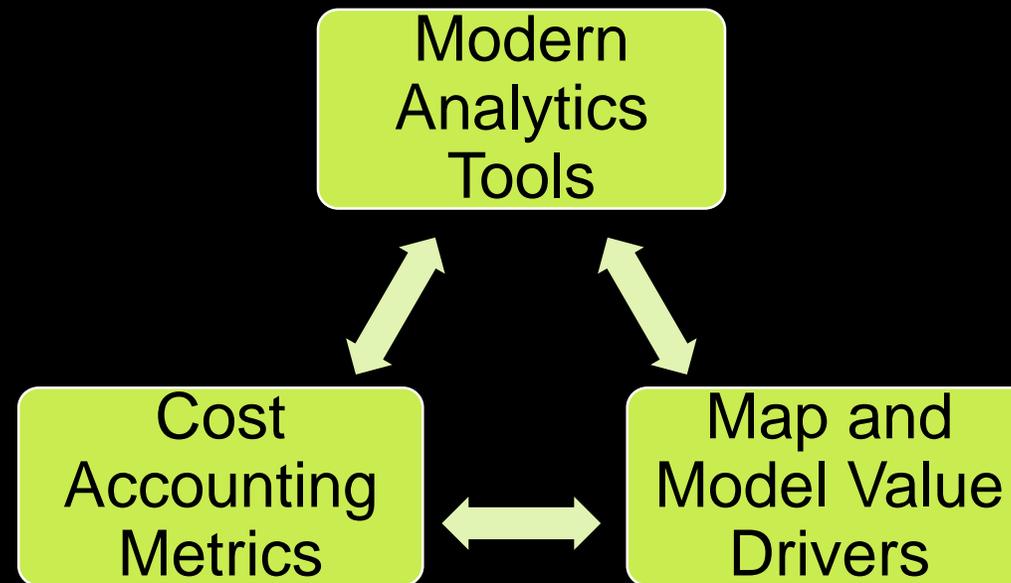
Our work efforts span three areas:

1. Supply Chain Management
2. Operations
3. Project Development of large capital projects

The approach in all three cases is focused on the old idea:

“What gets measured gets managed”

Approach: A focused team, rooted in strong analytics, creates opportunities for best-in-class company performance:



Our Goal: Assist companies deploy limited production resources to achieve the best bottom-line returns

## On Demand Management Reporting = Advanced Analytics or...Dashboarding

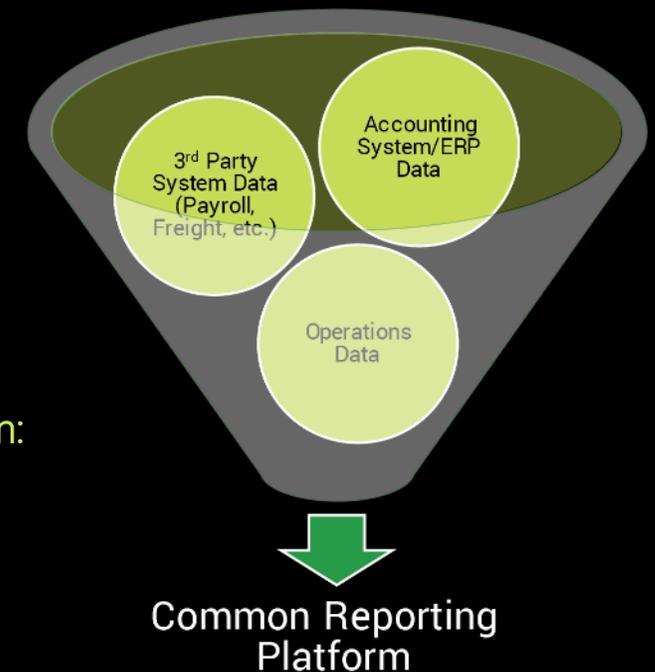
### An alternative to static, one-dimensional and outdated reports

- Dashboarding tools allow organizations to view their current and historical information on demand and with ease.
- These dashboards are customized with interactive drill down capabilities, giving companies deeper insight into individual products, customers and other factors, enabling them to make educated business decisions.
- Gain a end to end understanding of information as it flows through the company.

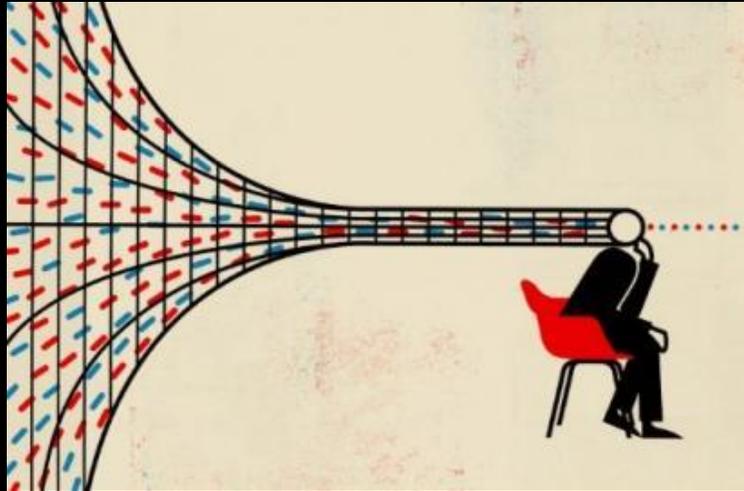
### Combines information from disparate data sources into a common reporting platform:

- Existing accounting system and ERP data
- Operations data
- Third party system data (payroll, freight, etc.)

All combined and accessible through a Baker Tilly Tableau server environment



What information can come from organized data?



View Live Use Cases

## From data input, to answer questions at a glance.

*Our customized dashboards and analytics give you insightful views into your business trends and performance, allowing you to ask more strategic questions and ultimately focus on solutions and opportunities for your business.*

### Sales questions

- Which customers and products have the highest contribution margin?
- How well am I maintaining each required product SKU for my customers?
- Which geographies can I best serve my customers from my current locations?
- What does the buying habits of my customer do to profitability?

### Operational questions

- What does it cost to make each product by SKU?
- Which shift is causing material variances?
- Is a customer causing unique demands on production?
- What is the priority of production to achieve required inventory levels?

### Financial questions

- How am I performing against optimal?
- What is my contribution margin by customer or product?
- What is the effect of material cost change to each product?
- Which customers are causing a strain on payment and collection?

Having our team build an interactive operating dashboard for your organization can help by:

1. Having *one common platform* for disparate data to be selectively viewed by ownership, operations and admin functions
2. Creating a *modern analytic tool* which we build once, and you are able to use the functionality always in the day to day operations independent of a change in people or IT systems
3. Reduced risk of errors from manual entry of standard reporting
4. Creating a *secure environment* to host and publish the data back to individual users if they don't have an available server
5. Getting the *platform built quickly* for your initial use

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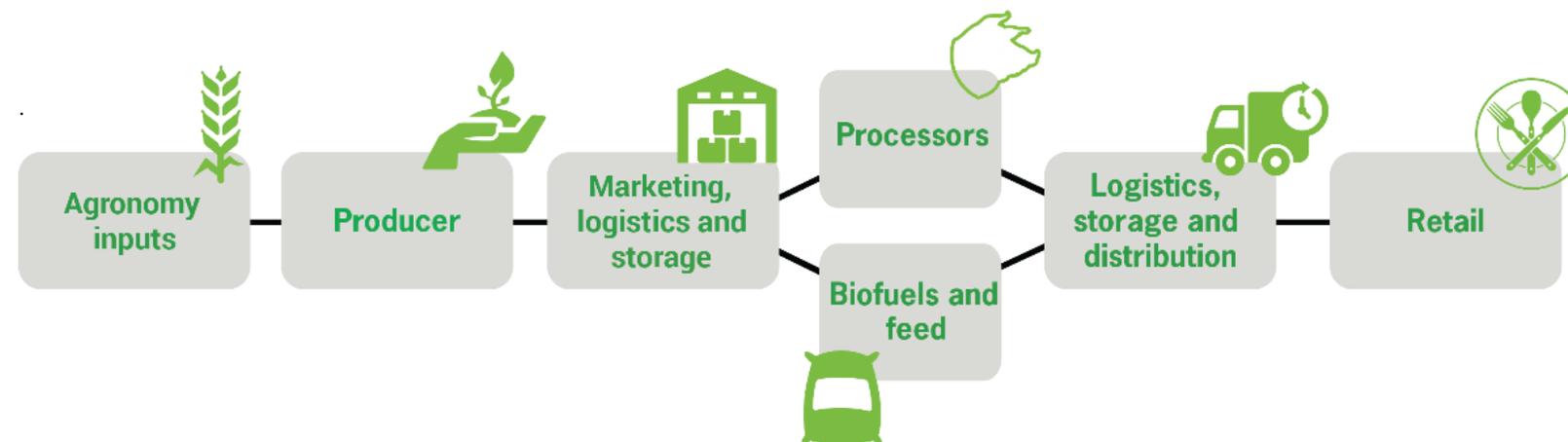
[www.bakertilly.com/dashboards](http://www.bakertilly.com/dashboards)

**APPENDIX: ABOUT BAKER TILLY**

# Food and beverage specialization

## Specialization in every aspect of the US Foods business model

Baker Tilly serves hundreds of food and beverage clients with in-depth experience across the farm to fork value continuum. Our sophistication across the supply chain is difficult to find in other large accounting firms; many team members joined Baker Tilly with previous experience working in the energy, agricultural and food industries.




<p><b>Audit and income tax</b>  <b>Go-to-market strategy</b>  <b>Inventory management</b></p>	<p><b>Export incentives</b>  <b>Waste management</b>  <b>Credits and incentives</b></p>	<p><b>Technology</b>  <b>M&amp;A – buy and sell side</b>  <b>International structuring</b></p>	<p><b>Performance compensation plans</b>  <b>Plant, product customer profitability</b>  <b>Project finance</b></p>
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**APPENDIX: ABOUT BAKER TILLY**

## Baker Tilly is the right fit

### Top 10 global advisory firm with headquarters in Chicago

- More than 45 U.S. office locations and 3,150 team members coast to coast
- Industry-specialized teams, including a dedicated advisory team for food and beverage companies, including distributors
- Offering a broad range of innovative food and beverage accounting and advisory solutions
- International footprint as the world's 10<sup>th</sup> largest network of advisory firms
- Named Top (#1) Middle-Market Advisory Network by *Global Accounting Insights* in 2018



\$3.4 billion  
combined  
revenue



147  
territories



796  
offices



33,600  
global  
workforce