



FINANCIAL SERVICES INDUSTRY

# TARGET OPERATING MODEL DIAGNOSTIC

Identifying potential value to be unlocked from your operating model and providing an actionable set of recommendations

A combination of legacy challenges, changing business demands and evolving strategic intent has left many organisations with a business operating model that is no longer fit for purpose. A&M's TOM diagnostic aims to rapidly assess the effectiveness and efficiency of your operations, identifying value levers and providing actionable recommendations.

## What A&M will bring



Standardised data gathering tools



Value Creation Impact Quantification



Financial Services and Industry Specific Expertise



Market Insight, Industry Benchmarking and Performance Metrics



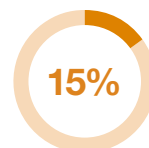
A&M Next Generation Operating Model

## Why A&M?

With over 8,500 professionals in 65+ offices globally, A&M provides seamless, quality, cross-border services. As the largest global transaction advisory and tax practice with no audit based conflicts outside the Big Four, the A&M difference lies in our senior led teams and a flexible and tailored hands-on approach. We build local relationships that can deploy global resources as needed for any M&A transaction.



## Key Metrics



**average EBITDA increase identified across FS businesses**

**1024**

**Operational and Technology assessments conducted by A&M in 2022**

**119**

**FS businesses analysed by A&M in 2022**

**20 to 30**

**Material value levers identified through A&M's operational and technology due diligence on average**

## Outcome

A&M's Target Operating Model Diagnostic will leave you with:



### 1. Industry Benchmarking Report

Covering industry and sub-sector peer analysis and areas of focus to improve.



### 2. Red Flag Report

Highlighting operational and technology inefficiencies, execution risks and areas for immediate remediation.



### 3. Value Creation Opportunities

Quantified and validated set of value creation levers that may be deployed in order to increase efficiency, drive performance improvement and achieve strategic objectives.



### 4. Prioritised Delivery Roadmap

A&M's independent view on the sequencing of initiatives to be executed in order to realise maximum value. Based A&M's industry insight and execution experience.

## KEY CONTACTS



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## ABOUT ALVAREZ & MARSAL

Companies, investors and government entities around the world turn to Alvarez & Marsal (A&M) for leadership, action and results. Privately held since its founding in 1983, A&M is a leading global professional services firm that provides advisory, business performance improvement and turnaround management services. When conventional approaches are not enough to create transformation and drive change, clients seek our deep expertise and ability to deliver practical solutions to their unique problems.

With over 8,500 people providing services across six continents, we deliver tangible results for corporates, boards, private equity firms, law firms and government agencies facing complex challenges. Our senior leaders, and their teams, leverage A&M's restructuring heritage to help companies act decisively, catapult growth and accelerate results. We are experienced operators, world-class consultants, former regulators and industry authorities with a shared commitment to telling clients what's really needed for turning change into a strategic business asset, managing risk and unlocking value at every stage of growth.

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