



BLACK ELM
CONSULTING GROUP

ENABLING TRUSTED, GOVERNED ANALYTICS ACROSS THE ENTERPRISE

A structured approach to measurable outcomes

Black Elm partners with organizations as a strategic advisor to identify, quantify, and capture measurable business value across revenue, margin, and operations. We combine deep business insight with advanced analytics, AI, and proven delivery methodologies to rapidly translate strategy into execution.

Whether navigating growth, transformation, or post-merger integration, we help leadership teams focus on the highest-value priorities, accelerate time to impact, and drive sustainable, enterprise-wide performance improvement.

Challenges

- *Misaligned data limiting decisions*
- *Revenue and margin leakage across pricing, cost, and mix*
- *Poor visibility into customer, product, and operational profitability*
- *Inefficient operations and fragmented systems driving cost*
- *Stalled transformations and complex integrations*

Benefits

- *Faster time-to-value with accelerated delivery*
- *Lower implementation cost through reusable architecture*
- *Optimized operational cost in the cloud*
- *Unified view across operations, finance, and customers*
- *Improved decision-making with real-time, trusted data*
- *Scalable foundation for AI, analytics, and growth*

Offering solutions centered around your data, driven by AI, and integrated into your enterprise

Revenue & Pricing

- *Price realization*
- *Market pricing*
- *Price elasticity*
- *Deal / quote profitability*
- *Mix & pricing optimization*

Customer Growth

- *Customer segmentation*
- *Customer profitability*
- *Churn & retention drivers*
- *Cross-sell & wallet share*
- *Sales effectiveness*
- *Pipeline & win/loss analysis*

Product & Portfolio

- *SKU rationalization*
- *Product profitability*
- *Product mix optimization*
- *Portfolio complexity reduction*
- *Bundle optimization*
- *New product performance*

Reach out to learn more and request a demo today.

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ROI-First Approach

Every engagement is anchored in measurable financial outcomes, ensuring alignment to revenue, margin, or cost impact.

Proven Methodology

Our approach aligns stakeholders, validates value early, and ensures disciplined execution.

WHY BLACK ELM

Strategic Partnership Model

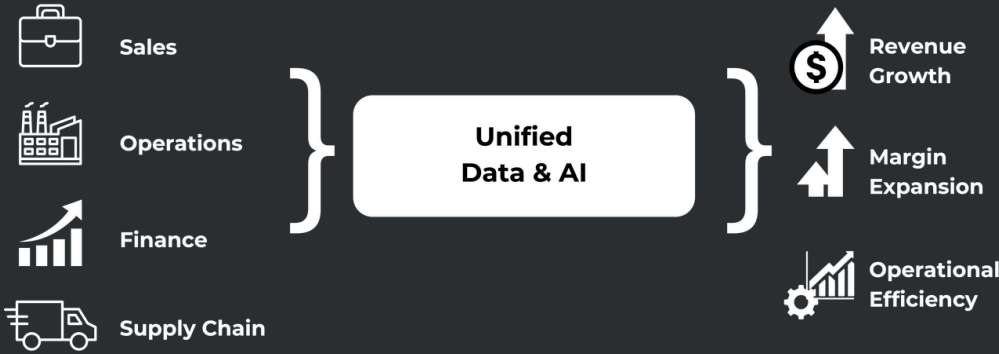
We work alongside leadership to align priorities, drive execution, and deliver sustained enterprise impact.

Business & Technical Expertise

We combine business insight with enterprise architectural capabilities to connect strategy, systems, and operations.

Accelerated Delivery

Proprietary accelerators enable faster time-to-value while reducing cost and implementation risk.



A Unified Enterprise In Action

Black Elm provides executives with a real-time, unified view of revenue, cost, and operational performance, enabling clear visibility into where value is created or lost and what actions will drive the greatest impact. By connecting business, data, and operations into a single, aligned foundation, leadership can make faster, more confident decisions, prioritize high-value initiatives, and execute with speed to drive measurable improvements in growth, margin, and efficiency.



Define

Prove

Build

Measure

Cost, Margin & Profitability

- Cost-to-serve analysis
- Margin leak identification
- Cost creep recovery
- Procurement & supplier costs
- Overhead & cost modeling
- Process inefficiencies

Operations & Supply Chain

- Forecasting & planning
- Inventory & working capital
- Supply chain variability
- Network / route profitability
- Capacity & throughput
- Bottleneck identification

Manufacturing

- Predictive maintenance
- Downtime root cause
- Throughput optimization
- Yield & quality analysis
- Work-in-progress
- Asset utilization

Decision Intelligence

- KPI & metrics frameworks
- Executive & operational dashboards
- Profitability modeling
- Scenario & simulation
- Reporting gaps & data quality

AI, Forecasting, & Automation

- Forecast accuracy
- Predictive modeling
- Anomaly detection
- Decision optimization
- Process automation
- AI-driven recommendations

M&A Value Creation & Integration

- Pricing & revenue opportunity
- Customer / product profitability
- Margin & cost optimization
- Integration readiness
- Synergy identification
- Post-merger tracking
- Data & reporting alignment

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