

PAST CLIENT DELIVERABLE — PROFITABILITY DIAGNOSTIC (STRUCTURE EXTRACT)

Advisory engagement deliverable · Structure and section guidance extracted for packaging · Client name removed

SECTION 1 — THE DECISION

One page. States the decision the owner has to make and the recommendation, before any analysis.

SECTION 2 — WHERE THE MARGIN ACTUALLY IS

Rebuilt margin by service line and by client, against the margin the business reported. Each figure carries its source file.

SECTION 3 — THE THREE LEAKS

Each leak is stated in one sentence, sized in dollars, and traced to the engagements that produced it. No employee is named.

SECTION 4 — WHAT CHANGES

Each recommendation has a dollar value, a named owner inside the client, and a date. Recommendations are sequenced so the first action pays for the engagement within ninety days.

SECTION 5 — THE FIRST NINETY DAYS

A dated plan with the thirty and ninety day review meetings already booked.

APPENDIX

Model extract and data source list. The body of the report never exceeds twelve pages; everything else belongs in the appendix.