



**F O C U S E D
M A N A G E M E N T**

Identify Profitable Products and Customers

- **Are all of your products and customers profitable... to you?
How do you know?**
- **Do you price your products and services with full clarity of the costs of providing those products and services?**
- **How do overhead activities impact customer and product profitability?
Are your overhead costs growing faster than your sales?**
- **Are your suppliers truly low cost, or just low price?**
- **Do all employees understand how their activities affect profitability?**
- **Do managers understand how to channel employee's activities to focus on value creation?**

Are all your products profitable?

Focused Management (FMI) is a global leader in structured cost management and profitability improvement. We offer you a systematic and controlled method of reducing costs, and an opportunity to immediately improve your bottom line.

Results

Benefits to your organization:

- ✓ Comprehensive customer and product profitability analysis
- ✓ Detailed profitability analysis by channel and market segments
- ✓ A complete bill of activities, including analysis of who is performing each activity and how each activity contributes to the organization's profitability
- ✓ Clear direction for improved profitability; quantifiable and implemented

Contact us at **1-800-268-4041** or **profitability@focusedmanagement.com** to learn more.

Visit us on the web at **www.focusedmanagement.com**

**"Increased Profits
Reduced Costs
Improved Performance"**