



SERVICE OFFERINGS

Performance Matters offers a wide variety of consulting services covering seven vital areas for textile rental companies. Most of the service offerings begin with a three-day onsite Strategic Analysis Visit (SAV) to gain a better understanding of a new client's team, culture, priorities, history and current performance. Using the information collected during that visit allows Performance Matters to confirm partnership compatibility, identify opportunities and present recommendations for projects to positively impact the bottom line.

Revenue Generation – After the SAV process, Performance Matters will continue its data analysis to optimize both top-line revenue streams and operating margins. They then work with clients and build employee buy-in by setting team goals and introducing new customized market solutions.

Market-Based Energy – The Energy Program is purposed to ensure consistent margins for customers despite volatility of energy process and allows for an energy fee modifier to account for other petroleum-based material cost increases, regional allowances and/or additional revenue generation. Through this new software program, Performance Matters can calculate the appropriate amount of energy fees to charge each customer on an ongoing basis.

Financial Services- The Financial Service Offerings include valuation services for textile rental service companies, mergers & acquisitions advisory and analytic support. These services will help clients understand their best long-term options for growing and managing their textile rental service company.

Cost Compression – Cost Compression programs run by Performance Matters begin with identifying behaviors and gaps and carefully evaluating opportunities through heavy data analysis. Performance Matters creates sustainable team-oriented solutions by going beyond just production to incorporate all departments. Ultimately, the goal is to compress costs and optimize efficiencies.

Route Optimization – Re-routing can be a painful process for all textile rental services companies. In fact, many companies choose to avoid them all together, which leads to substantial loss of revenue and inefficiencies. Performance Matters can help its clients deal with the logistical challenges of re-routing while avoiding the personnel management and customer issues that typically arise.

Analytics Membership – Performance Matters' Analytics Membership Program is currently under development but will soon allow companies to track key performance measures on easy-to-read dashboards with quick access to this information on their highly secured Web site. Through these dashboards, clients can view monthly tracking reports and eventually see trend analysis as well as forecasting.

Human Resources – The Human Resource services offered by Performance Matters fills temporary openings for management positions and provides on-boarding processes in areas such as: general management, service, production, sales and stockroom. With this added benefit, clients are granted continual momentum despite turnover or position upgrading.

For more information on the full service offerings of Performance Matters, visit performance-matters.com or call 803.897.0044.