

Due Diligence

Specializing in
3rd Party Logistics
Mergers & Acquisitions



Partial List of Areas Assessed:

Strategy:

- Business Plans
- Market Characteristics
- Market Position
- Marketing Strategy
- Pricing & Margins
- Competition
- Competitive Advantage
- Customer Satisfaction
- Suppliers/ Partners

Organization:

- Organizational Structure
- Job Descriptions
- Employee Evaluations
- Succession Planning
- Labor Market
- Employee Satisfaction & Morale
- Company Culture & Environment
- Training
- Safety

Operations:

- Process Descriptions & Analysis
- Planning & Control Mechanisms
- Resource Management
- Efficiency & Productivity
- Quality Assurance Systems
- Facility Location Analysis
- Facility Layout & Work Flow
- Facility & Equipment Condition, Capacity & Utilization
- Security

Technology:

- Information Systems
- Hardware Infrastructure
- Software Applications
- Communications Networks
- e-Commerce
- Electronic Interfaces

WCL Consulting's Specialized Due Diligence Assessments complement Legal & Financial Due Diligence efforts

WCL Consulting brings Industry expertise to the M&A due diligence process, focusing on key company competences, including:

- Strategy
- Organization
- Operations
- Technology

With over 21 years of Consulting experience in the Global Logistics Industry, WCL understands those areas crucial for company success and the achievement of M&A objectives, including:

- Efficiency
- Growth
- Profitability
- Customer Satisfaction
- Minimization of Liability & Risk

Having performed many due diligence assessments over the years, WCL has developed a systematic and efficient approach to the due diligence process, with resulting analysis and reports that are:

- Customized
- In-depth
- Timely
- Objective
- Confidential



"WCL's Consultants were courteous and easy to work with. They conducted a thorough and beneficial assessment without disrupting the day-to-day operations of the company."

- Executive, Investment Firm

Methodology

1. Review Transaction Objectives and agree Project Scope and Timeframe
2. Execute Confidentiality Agreement
3. Develop Due Diligence Plan and coordinate with other specialized Due Diligence Teams
4. Gather and analyze primary and secondary information from public and private sources
5. Perform on-site evaluations of facilities, equipment, processes and personnel, as necessary
6. Describe and analyze company activities, plans, limitations, liabilities and capabilities
7. Identify areas of areas of concern and opportunities for improvement. Develop and recommend mitigation strategies and transition plans
8. Present Findings in a Detailed Report and Presentation to Stakeholders
9. Provide post-transaction implementation assistance to assure successful transition



Deliverables

WCL delivers the information needed by stakeholders to make informed decisions during M&A exploratory and negotiating stages, including:

- Strategic Fit
- Cultural Compatibility
- Liabilities
- Risks
- Value



Questions answered include:

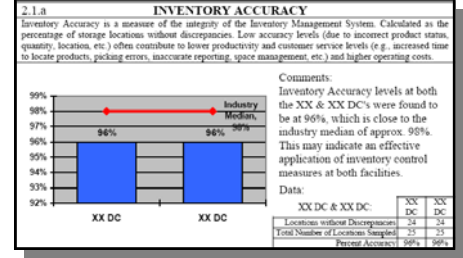
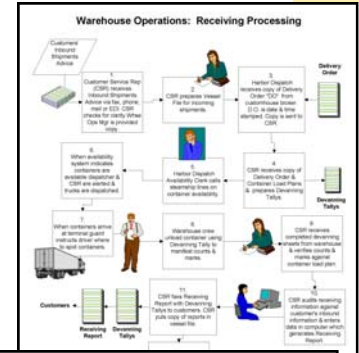
- Is the company's business model and strategy properly aligned with today's industry dynamics and customer demands?
- Does the Management Team provide a Competitive Advantage?
- How do their operations compare with best practices?
- Does their information technology provide a competitive advantage or disadvantage?

WCL's systematic due diligence process not only answers these fundamental questions but also includes in-depth analysis of those central areas of interest to each particular deal, including:

- Expanded markets
- Additional Product/Service Offerings
- Economies of Scale
- Technology Enhancements

Due Diligence evaluation tools include:

- Company Strengths, Weaknesses, Opportunities & Threats (SWOT Analysis)
- Statistical Surveys
- Personnel Evaluation Ratings
- Process Flow Charts
- Facility Evaluation Ratings
- Best Practice Benchmarking
- Software Evaluation Ratings
- Network Diagrams
- Transition Action Plans



"We were very pleased with WCL's work. Their Report was phenomenal"
- Executive VP, Private Equity Firm

Why WCL Consulting?

- **Experience and Industry Knowledge.**
Our Due Diligence experts have decades of experience in the Global Logistics industry and have acquired a broad perspective on best-in-industry practices.
- **Reduced Risk.**
In recent years far too many M&A's have resulted in costly surprises shortly after the deals were consummated. Proper due diligence of the many critical operating, market and technology areas by WCL will significantly reduce acquisition risk factors and save valuable time and effort on your resources.
- **Proven Methodologies and People.**
Our solutions are the most comprehensive and functional because we have proven methodologies and experience, fine-tuned over many due diligence engagements.
- **Maximum ROI.**
WCL Consulting's due diligence process provides for efficient use of time, by initial broad focus and in-depth analysis of identified areas of concern. This results in a timely and efficient engagements, maximizing the Client's return on investment.
- **Long Term Commitment.**
WCL Consulting is committed to providing World-Class Logistics solutions for the long term. We stand ready to provide your Company with any post-transaction implementation assistance necessary to assure long-term success



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