TRAINING THE STREET℠

Overview of the Modeling Solutions Group

Your Partner in Financial Modeling Solutions.

trainingthestreet.com

Trusted Solutions

We believe that financial models are the most important tools in modern finance.

Whether you are looking to improve an existing model or build a custom solution, we transform models into simplified, powerful communication and decision-making tools for managers and executives.

Consider the benefits that a good model delivers:

- Time Savings
- Model Flexibility
- Full Automation
- Powerful Summary
- Dashboards
- Improved Transparency
- Transferability

Our Solutions Approach

Good financial models must be powerful communication tools in order to make effective decisions.

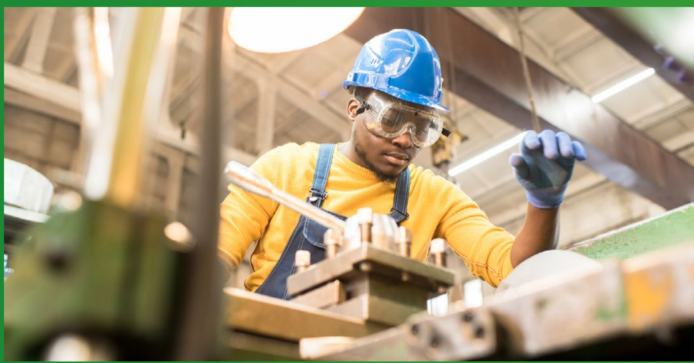
Our eight-step solutions process begins with forming a deep understanding of the business.

1. **Needs Identification**
2. **Model Scoping**
3. **Model Design**
4. **Model Development**
5. **Model Testing**
6. **Documentation & Training**
7. **Model Delivery**
8. **Ongoing Maintenance & Support**

Who We Serve

For over 20 years, Training The Street has worked with a wide variety of organizations across a full breadth of industries.




FINANCIAL

- Asset Managers
- Banks
- Insurance
- Pension Funds
- Private Equity
- Wealth Management
- Government-Sponsored
- Investment
- Payment Services
- Financial Planning

DIVERSIFIED INDUSTRIES

- Agriculture
- Communications
- Forest Products
- Infrastructure
- Manufacturing
- Mining
- Power & Energy
- Real Estate
- Software
- Technology
- Transportation

CONSUMER & OTHER SERVICES

- Charitable Organizations
- Healthcare
- Higher Education
- Pharmaceutical
- Professional Services
- Retail
- Food & Beverage
- Direct-to-Consumer

Sample Modeling & Data Solutions

Training The Street can assist clients in designing, building, servicing, and reviewing various types of models, whether in Excel or other programs such as Python.

Sample use cases include:

FINANCIAL FORECAST MODELS

- Financial planning / budgeting and analysis (FP&A)
- Fundraising for prospective investors
- M&A impact analysis
- Debt financing options
- Project evaluation (real estate, mining, other)
- Internal investment decision-making
- Valuation (DCF, comparables, IRR, NPV, payback)
- Family office performance and planning
- Executive strategic forecasting
- Other cash flow stress-testing / scenarios

OTHER REPRESENTATIVE SOLUTIONS

- Data collection / aggregation / standardization
- Workflow automation
- Data visualization
- Portfolio benchmarking and performance
- Client account tracking and performance
- Invoice verification
- Goodwill impairment testing
- Corporate financial consolidation
- Automated client proposals
- Real estate tenant recoveries template
- Automated commissions reporting

Sample Solution Mandates

	CLIENT	PROBLEM	SOLUTION
FP&A	Portfolio company owned by prominent private equity firm	• Using legacy Excel model • Difficult to update, unautomated, very slow • Insufficient visibility and ability to run scenarios • Private equity owner dissatisfied with timing and quality of periodic reports	Built a fully dynamic, integrated FP&A model Key functionalities included: 1 Comprehensive assumptions module 2 Budget creation and live variance analysis 3 GL mapping and automated updating of actuals with accounting outputs 4 Reforecasting 5 Business line budgeting templates 6 Automated dashboards with embedded scenarios 7 Rolling valuation and returns analysis for equity owner
Strategic Planning	Large publicly-traded retailer	• Using a firm-wide software platform for budgeting and forecasting, but not suitable for CFO's office to use for strategic planning • No ability to quickly explore operational and M&A scenarios	Created a lean and powerful "executive suite" strategic forecasting model Features included: 1 Segmented operating drivers at a higher level than budgeting tools to facilitate planning and board discussions 2 Financing and operating scenarios 3 M&A integration 4 Dynamic dashboarding of base case forecast vs. scenarios 5 Built-in rolling valuation, credit and covenant analysis
Lending Template	Government-based lender/investor	• Using a wide array of personalized, error-prone Excel models across hundreds of loan approvals • Financial analysis for loan approval process inconsistent and confusing	Worked with a deal team representing multiple regions and industry specialties to create a powerful, standardized template model Template featured: 1 Full protection / security to avoid model changes and errors 2 Various options to drive forecast 3 Significant flexibility to choose capital structure 4 Multiple customized approval reports
Data Solution	Major publicly-traded bank	• Needed an automated solution to interface with employee web portal for mortgage commissions and deal database	Built a fully dynamic middleware solution Tool allowed the bank to seamlessly: 1 Update mortgage commission rates 2 Pull transaction data from the employee web portal 3 Standardize and calculate commission data 4 Export records to deal database 5 Identify errors and inconsistencies