

Howard Harowitz

Strategic and
Financial Planning
(cont/d)

For a wide variety of manufacturers, developed financial modelling systems to forecast business unit performance and consolidated operating results.

For an investment firm, developed a set of industry models to forecast future financial performance for companies on a stand-alone basis and on a merged basis.

Acquisitions and
Divestments

For a mid-sized machinery manufacturer, identified and evaluated key industry sectors and specific companies for their acquisition program.

For a multinational natural resources company, conducted a divestment study for a major mining property. The study included maximization of property value, identification of potential buyers, development of documentation for divestment, and determination of tactics and procedures.

For a number of companies, put in place a data-intensive screening process to identify and evaluate potential acquisitions.

Inflation Management

For a major white goods manufacturer, established a process for examining inflation trade-offs on alternative materials specification for home appliances.

For a major energy company, examined the inflation impacts on total costs and cashflow of a greenfield coal mine, focusing on alternative design options and project timing.

For an oil and gas exploration company, analyzed the impacts of inflation on their long-range drilling program.

For a major chemical company, developed a cost monitoring system and short-term forecasting system for a joint-venture chemical plant under construction.

Management
Information and
Reporting

For a major bank, directed the design and installation of a country monitoring and credit risk evaluation system for over fifty LDC's in their international lending portfolio.

For a construction equipment manufacturer, designed a field inventory and sales reporting system for the entire dealer network.