



Process Capability Assessment (PCA)

From Insight to Impact™

A proprietary, non-invasive operational diagnostic

Measure operational process maturity — and translate capability gaps directly into quantified EBITDA impact.

What It Is

Consillium's PCA assesses operational process maturity across eight integrated capability areas, benchmarked against 61+ peer companies. It transforms operational conversations from opinion to evidence — directly linking capability maturity to EBITDA and enterprise value.

The Framework

Eight assessment areas

- Lean & Continuous Improvement
- SIOP / S&OP
- Maintenance & Asset Reliability
- Procurement & Supplier Management
- Operations Excellence
- Quality Systems
- Leadership & Management Systems
- Logistics & Distribution

Each area is scored on a 5-level maturity scale

1 Basic

2 Developing

3 Established

4 Advanced

5 Leading

How It Works

Fast Self-Assessment

10 multiple-choice questions per area, completed in under two minutes by phone, tablet, or computer. Multiple respondents, no operational disruption.

Scoring & Validation

Aggregated scoring by area, cross-respondent variance analysis, confidence indicators, and peer benchmark comparison.

Decision-Ready Outputs

Company-vs-industry benchmarks, capability scoring, variance and confidence indicators, and EBITDA impact modeling by area.

Where It's Most Powerful

- **Operational Due Diligence**
Benchmark capability vs peers, identify structural gaps, quantify EBITDA leakage, calibrate upside.
- **Value Creation Roadmapping**
Rank by financial leverage, sequence initiatives, model Conservative → Aggressive scenarios.
- **Executive Focus**
Align leadership on priorities and monitor impact realization vs baseline.

What It Means

- Rapid quantification of process maturity
- Clear benchmark position vs peers
- Quantified EBITDA opportunity by area
- Confidence-weighted financial ranges
- Prioritized value creation roadmap

Illustrative Impact

Capability vs. benchmark

Company 2.8

Peer median 3.4

Likely EBITDA (Procurement, +1 pt)

\$11.3M

≈ 5.5% of revenue

Confidence range

\$7.3M – \$15.2M

widens with benchmark confidence

Illustrative example. Actual scores and ranges are modeled per engagement.

At a Glance

61 companies in model · \$140M median revenue · 8 industries · 8 assessment areas · 1,724 questions scored

Consillium Group, Inc.

Serving PE & mid-market manufacturers | \$20M–\$300M revenue

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