



Development Planning & Evaluation Tool (DPET)

Headwaters|SC has built a number of proprietary tools and models which are used to improve business growth and corporate development results for our clients. One of our latest tools, the DPET, was developed by Steve Kenney, a Managing Director at Headwaters|SC.

The Development Planning & Evaluation Tool (DPET) is a detailed and adaptable assumption-driven model that supports Corporate Development initiatives by providing analytical feedback to decision makers.

DPET is a robust planning & forecasting modeling platform that can be adapted to a variety of industries.

By integrating macro-level forecasting with detailed, entity level modeling, the DPET can effectively calculate sensitivities to certain market-based assumptions such as:

1. Pricing & Product Lines
2. Inflation
3. Customer Mix
4. Market Penetration
5. Cost Efficiencies
6. Operating Efficiencies

Additionally, the DPET can be combined with Oracle's Crystal Ball® Software platform to create an integrated Stochastic modeling system. This adaption can highlight a greater spectrum of uncertainties relative to operating and financial metrics while providing a more comprehensive understanding of portfolio risk.

For further information, please contact Steve Kenney at skenney@headwaterssc.com.

