



Leverage our professionals' expertise in optimizing processes and reducing costs to achieve financial synergies and improve customer service.

Supply Chain and Operations Integration

The concept of synergies states that the sum should be larger than its parts. In other words, two organizations together should be worth more than the value of each entity separately. Reducing costs and optimizing the flow of goods and services across the supply chain of the combined enterprise are frequently some of the largest sources of synergies in a merger or acquisition.

Driving consolidation and efficiency throughout the value chain

In M&A transactions, the leaders of our clients' Operations and Supply Chain functions – Production / Manufacturing, Sourcing, Purchasing, Distribution and Logistics, and often Customer Service - have a tall order. They are responsible for integrating and optimizing the flow of goods and services from the front of the house to the back, and into the hands of their customers, across two complex organizations. This involves consolidating facilities, suppliers, and systems spanning the combined enterprise. Done successfully, the result is improved cost, quality and customer satisfaction that help our clients create a competitive advantage.

Typical sources of Operations and Supply Chain synergies:

- Manufacturing and distribution footprint consolidation
- Duplicate function elimination and optimize inventory controls
- Fixed asset reduction and improved working capital
- Reduction of labor, administrative and factory overheads
- Capacity utilization improvement and insourcing/outourcing balancing
- Supply base rightsizing and performance improvement
- Increased purchasing power and economies of scale with suppliers
- Greater leverage and COGS reduction on direct/indirect strategic sourcing
- Lower costs and better terms through renegotiation of contracts and leases
- Product, service offering, and SKU rationalization
- Collective increase in production and manufacturing technology capabilities
- Reduced lead times and fulfillment SLAs through order management workflow, process efficiencies and optimized distribution network

We provide access to Operations, Supply Chain, and other functional experts adept in merging complex organizations and operating businesses efficiently. We can help our clients to significantly reduce the pressure on their executive management teams and disruption to working-level staff by helping to deliver on projected synergies.

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Dallas - Detroit - Houston
Los Angeles - Miami
New York - Philadelphia
Phoenix - San Francisco