



Strategic Sourcing Process

Forsyth utilizes world-class sourcing strategies with a focus on product quality, delivery, cost, and cash. We go beyond providing a new price by providing tools and training to ensure success long after our involvement. Our projects are usually savings-focused – often done fully contingent on the value we deliver.



Focus Areas

- Materials
- Freight
- Expenses
- Other COGS

2021 Results

In 2021, Forsyth delivered \$20M+ in savings, and supported six acquisitions and assisted eight portfolio companies on non-savings focused initiatives.



Direct Materials

2021 Savings: **\$12.5M**

- Ingredients
- Microfiber Cloths
- Leather Goods
- Paint & Chemicals
- Essential Oils
- Printed Fabric
- LEDs
- Handheld Fans



Packaging

2021 Savings: **\$5M**

- Plastic Bottles
- Glass Bottles
- Corrugated
- Film
- Lids
- Pallets
- Polybags
- Folding Cartons



Freight

2021 Savings: **\$3.5M**

- LTL
- TL
- Flatbed
- 3rd Party Logistics
- Warehousing/Fulfillment
- Small Parcel
- Air
- Rail

Project Highlights



Camano Capital | Consumer Products

- Facilitated a three-supplier qualification for high-end retail products
- Achieved cost savings of \$1M



Brightstar Capital | Food & Beverage

- Identified \$3M savings during due diligence and doubled in execution
- 50% of savings qualified within first 90 days, remaining within 6 months



Principal LED | Industrial

- Created \$1.4 million of EBITDA improvement
- Reshored \$5.8M to address country risk concerns



FORSYTH

— ADVISORS —

Forsyth Advisors helps lower & middle market companies increase profitability through material cost improvements, indirect expense reductions, and manufacturing efficiencies. With hands-on experience in private equity and on the front lines of manufacturing and purchasing, we bring a unique perspective and a history of results.

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Operational Perspective

As career manufacturing, distribution, and purchasing executives we understand the importance of structuring long-term solutions that benefit both the front lines and the bottom line.



Private Equity Experience

Having been private equity employees, we understand the goals and constraints of operating companies. We ensure results are sustainable through complimentary acquisitions, organic growth, and divestiture.



Big Company Toolkit

Our executives have deployed a wide variety of supply chain and manufacturing best practices at several world class companies, including General Electric.



Small Company Success

Over the last 10 years, we have worked exclusively with lower & middle market companies, demonstrating success across dozens of industries.

Since 2011, Forsyth Advisors has saved clients an average of \$600K

History

100+ PE Groups

30+ Industries

200+ Portfolio Companies

\$200M+ Savings

Typical Savings

US to low-cost country: 40%+

Low-cost to low-cost country: 15-25%

US reshoring: Can get close to cost parity

Services



Cost Reduction

We find new suppliers and, in some cases, work with your incumbent suppliers to deliver immediate and ongoing savings. We use should-cost analysis and decades of sourcing and manufacturing experience to structure the right relationship for you and your suppliers. We ensure sustainability by training your team on the tools and metrics to keep costs competitive, regardless of underlying commodity movements. We offer contingent value-based pricing as well as rate-based hourly pricing for savings focused projects.



Risk Mitigation

Whether solving immediate supply disruptions or overcoming dependency on China our risk mitigation services deliver immediate actionable strategies and simple frameworks to track your supply chain exposures and mitigation plans going forward.



Advisory & Fractional Services

Fractional expertise provided in a flexible package. We offer senior level guidance and coaching for your key supply chain managers (e.g., CFO, COO, VP Operations, Purchasing Manager, etc.) to ensure your supply chain is proactive, measured, and continuously improving. We can also supplement any interim vacancies for managerial and tactical procurement roles.



Supply Chain Strategic Planning

We work alongside your long-term strategic planning process and align your supply chain planning to your investment thesis, starting with your exit plan and working backwards to the 3-year, 1-year, quarterly, and monthly goals to ensure your supply chain is an asset as you grow.



Due Diligence

We offer fractional due diligence support that is flexible to keep us focused on the opportunities and risks you care about most when evaluating a potential acquisition. We usually start with a CIM review and provide additional analysis on cost competitiveness, team reviews, comprehensive supplier audits, and/or anything else supply chain related.

Client Focus



Product-based Business



\$50M to \$750M Annual Revenue



Collaborative Management Team



Financially Motivated

Industry Focus



Manufacturing



Consumer Products



Value-Added Distribution



Food & Beverage



Video Introduction