Industrial Manufacturing Brand

Case Study

Forsyth was engaged by a Private Equity-owned manufacturer of conveyor systems to identify purchasing synergies amongst their multiple platforms, rationalize their supply base, and reduce costs on purchased components. The engagement generated $1.8 million of EBITDA improvement and significant ancillary benefits to the supply chain including increased capacity & infrastructure.

"I have had a terrific experience with Forsyth and look forward to our continued partnership. Please send over anyone who would like to use me as a reference for your services."

– C.S. VP

Outcome

25%
EBITDA Improvement

~$550k Annual
Working Capital Reduction

$172,000
Cash Improvement

~34 Weeks
Lead Time Reduction

Our Approach

Combined Data: Obtained data across all platforms to analyze and leverage volume across similar products and categories, like freight.

Negotiations: Worked with incumbents to bring pricing in line with the current market.

Process Optimization: Helped client set up agreements, cut out unnecessary suppliers, remove inventory, and improve logistics processes.

Product Qualification: Conducted sample runs of material to confirm quality and prove capability.

Challenges Resolved

Specialized Products: Highly specified products made it difficult to find a variety of existing qualified vendors.

Lead Times: Lead times spanned over nine months for a key component in their supply chain.

Sole Sourced: For most products, the client was single sourced to one US supplier causing risk to their entire supply chain.

Multiple Platforms: Spend across multiple companies was not being leveraged to obtain better pricing and supply agreements.