Niche Manufacturing

Case Study

Forsyth was engaged by a $200M Private Equity-owned manufacturer of wearable electronic devices to reduce direct material costs and provide actionable data for operations decisions.

Over the engagement, the data model provided indicated over $250,000 in operations savings plus an additional $2.3M cost savings opportunities in direct materials categories and distribution.

Outcome

$2.3 Million

Identified Cost Savings

30%-60% Cost Savings

Direct Material Category Savings

$250,000+

Operation Cost Savings

Operations Improvements

Buying, Outsourcing, and Distribution

Our Approach

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

Direct Cost Analysis: Identified root causes of rising costs and provided strategies to address cost of goods sold across categories.

Viability Model: The project team collected and compiled operation and production data to produce a model of actionable insights.

Challenges Resolved

Need for Actionable Data: The leadership required representative measurements of efficiencies, capabilities, and throughput.

Rising Costs: The client was experiencing high costs of goods sold that was continuing to increase for many of their products.

Process Inefficiencies: Notably, numerous points of inefficiencies were arising in Buying, Labor, and Distribution.