Value-Added Distributor

Case Study

Forsyth engaged by Private Equity-owned home furnishings distributor to identify cost savings opportunities. While reviewing company data as well as the global sourcing landscape trends, Forsyth led the efforts to diversify the client's supply chain, mitigate, if not eliminate, tariff exposure, and provide cost reduction opportunities in the short and long term.

"Our focus on collaboration makes it even easier to add value to our clients' projects"- **N. Beckermann, Sr Project Mgr**

Outcome

16%
EBITDA Improvement

Diversified Supply Chain
Multiple Vendors for Improved Leverage

Over 30%
Direct Cost Savings

100% Tariff Elimination
Alternative Ex-China Supplier

Our Approach

Focused Search: Reviewed market and country data to identify top regions for raw materials.

Matrix Pricing: Helped establish matrix-based pricing based on design, material, and finish, to avoid lengthy SKU lists.

Current Strategy: Confirmed country risk strategy was appropriate for various current categories.

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

Challenges Resolved

Industry: With a small network of suppliers, finding a pool of validated vendors proved difficult. .	**Project Viability:** Without success, Client had attempted several cost reduction initiatives prior to Forsyth engagement, creating skepticism as to our success
Product Documentation: As a result of long-term relationships with Chinese suppliers, Client did not have updated product documentation	**SKU Diversity:** Required a partner who could address hundreds of SKUs represented, with multiple designs, materials, and finish options.