FORSYTH
ADVISORS

STRATEGIC SOURCING
COST | CASH | RESILIENCE

We Help You Buy Better.

We help private equity sponsors and product companies identify sourcing opportunities, improve supplier economics, and sustain results across their portfolios.

FORSYTH SERVICE OFFERINGS

- **COST SAVINGS PROJECTS**
- **SPEND ANALYTICS**
- **PROCUREMENT SUPPORT**
- **SUPPLY CHAIN DUE DILIGENCE**

TYPICAL ENGAGEMENT OUTCOMES

$1M–3M+
Execution-ready Savings
in the first 100 days

3–10+
EBITDA Points
of first-year improvement

8x+
Typical Return
on investment

A PROVEN APPROACH TO LASTING RESULTS

OUTCOMES

We measure what reaches the P&L, not the volume of our recommendations.

SPEED

Focus on high-value opportunities, execution-ready in about 100 days.

SUSTAINABILITY

Execute through supplier transition; put visibility and controls in place.

MINIMAL LIFT

Flexible execution with experienced senior teams and minimal lift for your people.

HOW WE CREATE IMPACT

01 PRIORITIZE
Identify the direct-material and strategic indirect opportunities with the biggest impact.

02 EXECUTE
Qualify suppliers, negotiate and manage transitions until savings are realized.

03 SUSTAIN
Establish supplier accountability, pricing visibility and ongoing category management.

We Always Outperform Our Fee.

No long-term commitment.
Flexible senior teams. Minimal lift for your people.

FORSYTH ADVISORS

STRATEGIC SOURCING
COST | CASH | RESILIENCE

Proven Across Product Businesses.

From high-impact sourcing projects to spend visibility and ongoing procurement support, we help portfolio companies improve cost, cash, and resilience – always outperforming our fee.

REPRESENTATIVE EXPERIENCE

INDUSTRIAL & CONSUMER PRODUCTS

Starrett, Hydraulic Technologies, Pet Honesty, ADAMS, METCAR, SCRAM Systems, Mission Critical Electronics, ABC, Bee's Wrap, White Cap, Flambeau, 3M, Component Hardware Group, NCC North Coast Container, mcnish Water Treatment Solutions, TRIARC, VERSARE, TOUCHMATH, Texas Hydraulics, Dresser Utility Solutions, TECTRAN, ServerLIFT, wasserstrom, INFRATECH

HEALTHCARE PRODUCTS

LifeStyles, quip, KINEX, Spectrum Vascular, StatLab, LSL Healthcare

CO-PACKERS / CONTRACT MFG

MATRIX Adhesives Group, VOX Nutrition, voyant Beauty, Formulated Solutions, cohere, IKI Manufacturing Agile Under Pressure

PRIVATE EQUITY EXPERIENCE

LINDEN, VESTAR, J.F. Lehman & Company, Insight Equity, GOLDNERHAWN, Branford Castle, WL square, VALESCO INDUSTRIES, AMERICAN PACIFIC GROUP, BainCapital PRIVATE EQUITY, Anthelion, WINDJAMMER CAPITAL, Riverside.

HOW CLIENTS ENGAGE US

- Fractional sourcing & purchasing support
- Full strategic sourcing initiatives
- Pre- and post-close supply chain diligence
- Targeted spend projects

REPRESENTATIVE DELIVERABLES

- Validated savings opportunities
- Supplier negotiation & implementation plans
- Spend and category visibility
- Supply chain risk assessments
- Procurement process & controls

ENGAGEMENT TIMING

- Savings roadmap developed within 30 days
- Implementation timing may vary by project
- ROI typically < 9 months

Practical Solutions for Stronger, More Resilient Product Businesses