



Maine Pointe delivered a 14% immediate-term EBITDA improvement

## The challenge

Our client is a leading global advanced textiles and materials processing company with manufacturing resources in 12 countries across North and South America, Europe, Scandinavia and APAC. The organization considers itself to be 'the local source for global resources'. It is proud of its ability to deliver customized, individual solutions for its customers, applying paper machine clothing (PMC) technologies to the development of unique materials and structures for a variety of other industries. These include aerospace, nonwovens, etc. In addition, they produce belts for corrugators and tannery applications, high-performance industrial doors, and specialty fabrics. Despite its global leadership, the company operated in a business of declining margins.

## The solution

Senior executives engaged Maine Pointe to help rapidly transform the supply chain and increase revenue and EBITDA across their global network.

Our solution included:

- Repositioning the relationship structure of vendors into one of strategic partners
- Implementing a Global Supply Chain Group (GSCG) with integrated corporate and local purchasing and logistics processes companywide



## The results

- Delivered 14% immediate-term EBITDA improvement
- Identified a further \$10M savings for the newly developed Global Supply Chain Group
- Reduced administrative and MRO costs by 15% and transportation spend by 18%

Want to reduce costs in your manufacturing business?

Want to improve performance across your supply chain and operations?

Talk it through with one of our executives

Email [info@mainepointe.com](mailto:info@mainepointe.com) to arrange a call

## About Maine Pointe

Maine Pointe is a global implementation-focused consulting firm trusted by many chief executives and private equity firms to drive compelling economic returns for their companies. We achieve this by delivering accelerated, sustainable, improvements in both EBITDA and cash across their supply chain and operations. Our hands-on implementation experts work with executives and their teams to rapidly break through functional silos and transform the buy-make-move-fulfill supply chain to deliver the greatest value to customers and investors at the lowest cost to business. We call this **Total Value Optimization (TVO)™**.

Maine Pointe's engagements are results-driven and deliver between 3.5:1-12:1 ROI. We are so confident in our work and our processes that we provide a unique 100% guarantee of engagement fees based on annualized savings. [www.mainepointe.com](http://www.mainepointe.com)