

Implementing a Management Operating System to improve performance across manufacturing, procurement & logistics

An enhanced professional environment led to significant, sustainable savings

The challenge

This leading producer of fully-cooked refrigerated entrées had unacceptably high food and other direct and indirect costs and did not have a rigorous strategic process in place. Executives were aware that they did not have sufficient skills within their manufacturing, logistics and procurement functions to develop and implement the systems and processes they needed to move their organization up the maturity curve. As a result, they were relying on excessive overtime to make up for poor planning and execution across the business. Senior executives engaged Maine Pointe's subject matter experts to implement our Total Value Optimization™ approach to their business and help them develop the skills and processes they needed to achieve sustainable improvements in EBITDA and cash.

The solution

Maine Pointe's specialist team worked side-by-side with personnel across the organization to deliver a solution that included:

- Strategic sourcing of food, packaging, MRO, transportation and distribution categories. This involved incumbent and prospective suppliers, and created a heightened level of competition for the business
- Developing and implementing a Management Operating System (MOS) to improve performance across every attribute of the business, with early identification of variances to plan and results sustainability



The results

- Improved supplier relationships which led to a positive shift in perception among the supply base
- Enhanced the professional environment with an increased emphasis on planning, execution, and category leadership
- Realigned the distribution network resulting in the selection of a 3PL provider
- Achieved a 3:1 ROI
- Moved the organization up the TVO Maturity Curve

Want to reduce costs in your food & beverage business?

Want to improve performance across your supply chain and operations?

Talk it through with one of our executives

Email 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