

SUPPLY CHAIN SOLUTIONS FOR MERGERS AND ACQUISITIONS

SEEK OUT AND SECURE THE SOURCES OF VALUE.

- ◆ Are you acquiring or merging with a company that has substantial manufacturing or distribution operations?
- ◆ How will your transaction affect supply, demand, or inventory?
- ◆ Do you have a plan in place that offers both cost-saving benefits and competitive strengths?
- ◆ Do you have the expertise and resources on hand to address the changes in your operations?

START EARLY.

Mergers and acquisitions come about for a variety of reasons, but for manufacturing and distribution intensive organizations, they can present important opportunities to:

- ◆ Drive cost savings
- ◆ Improve buying power
- ◆ Improve service levels by adding points across the distribution network
- ◆ Improve efficiency across operations

The key to realizing these benefits is to start early—analyzing the benefits and savings by merging operations, plans, and suppliers.

APPLY A PROVEN PROCESS.

If you are adding or acquiring manufacturing or distribution assets, West Monroe Partners can help. We bring years of supply chain expertise, along with experience helping combining organizations achieve both short- and long-term goals.

We begin by conducting a thorough analysis of both organizations' operations and then work with you to:

- ◆ Identify areas of redundancy as well as specific strengths
- ◆ Develop a road map that includes both short-term actions that can speed the transition, as well as longer-term actions that can produce key benefits
- ◆ Execute on elements of the road map
- ◆ Measure performance and progress toward goals

LEAVE NO STONE UNTURNED.

West Monroe Partners can help integrate and refine supply chain operations by addressing several critical areas:

- ◆ **Diagnostic and strategy:** Through observation, interviews, and other data collection tools, we assess both organizations' current supply chain operations and networks. Then, we work with you to define an integrated strategy for the future.
- ◆ **Collaboration:** We identify common suppliers and customers and then help you refine and strengthen processes for collaborating and sharing information.
- ◆ **Supply chain technology:** We examine current technology used to drive the supply chain, including enterprise resource planning (ERP) systems, back-office systems, and infrastructure. Then, we make recommendations for and help you implement an integrated approach aligned with your future strategy.
- ◆ **Supply chain execution:** We help you determine where and how to combine facilities, take advantage of synergies and existing best practices, and manage operations most efficiently going forward.
- ◆ **Planning:** We help you assess the impact on supply and demand and adjust forecasting processes appropriately.
- ◆ **Supply chain Procurement:** We help you identify opportunities to combine suppliers, achieve better pricing, and improve buying power.

Are you taking the right steps to maximize the value from your acquisition? Seeking out and securing the sources of value in your supply chain is an important first step. That's business in the right direction.

West Monroe Partners is an international, full-service business and technology consulting firm focused on guiding organizations through projects that fundamentally transform their business. With the experience to create the most ambitious visions as well as the skills to implement the smallest details of our clients' most critical projects, West Monroe Partners is a proven provider of growth and efficiency to large enterprises, as well as more nimble middle-market organizations. Our more than 300 consulting professionals drive better business results by harnessing our collective experience across a range of industries, serving clients out of offices across the United States and Canada.