



# Case Study: US manufacturer reduces cost quickly

## The Company

After acquiring several companies in just a few short years, a multi-billion dollar B2B manufacturer is now the market leader within its industry. Now with multiple brands and products running mostly independent of each other, the executive management team wanted to begin finding ways to integrate operations and reduce costs within the multiple business units recently acquired.

## The Challenge

Although the companies being acquired are within the same industry space, the processes, equipment and skills required to make the various products are somewhat different. Thousands of production machines across North America remain in their legacy plants causing inefficiency in transportation cost, distance and speed to market. The company for several years had been trying to figure out how to accurately track and model what specific equipment was being used to make the various products and where that product ended up being sold.

## Symmedian's Role

Symmedian met with senior executives to listen to the actual problems that needed to be solved. Symmedian went to the drawing board and custom tailored a solution whereby existing raw data provided by the client could be manipulated and sanitized by Symmedian in a way that would allow visibility into this very complex network for the first time. Symmedian was able to rework and reformat the data using our technologies in a way that allowed Symmedian professionals to virtually model the clients US network and uncover ways to move production within the existing plant network as well as identify other hidden cost that could not be seen by the client.

## The Results

Symmedian evaluated the first of many divisions to test the theory for effectiveness. Within the first 30 days of the project, Symmedian found savings that exceeded 11x our fee. These findings were immediately implementable and realized. This quickly proved that our projects were more than self funding, so the client re-hired Symmedian again to evaluate the remaining divisions for other opportunities.