

Iconic Food Brand | CASE STUDY

Client

Iconic Food Brand

Name

Confidential

Title

CEO

Location

Industry

Food

Website

N/A

The Client

This iconic food brand and company has been in business as a growers' cooperative for more than 100 years and is the world's largest producer in its category.



The Problem

Outdated Processes that led to no innovation, or best practices in place. As a result, the company was rapidly losing market share, relationships with suppliers were not strategic and the culture was a deeply embedded hierarchical culture. Few changes to people's roles, processes in the last 30 years. Outdated commercial practices, business processes and lack of a culture conducive of continuous improvement.

The Solution

We applied our expertise and wealth of experience to lead the company in an enterprise wide transformation. Processes were streamlined, RPA, Automated Process Flows and Data Analytics were implemented. As a result resources were allocated to support product innovation and industry best practices, rapidly increasing market share.

The Result

As a result, the client shifted from a stagnant player in a marketplace to an innovative, market driven business. Savings generated from sourcing exercises in materials, indirect and transportation as well as operational efficiencies yielded a 20% EBITDA Improvement. Functional silos were eliminated, and a more vibrant and dynamic supply chain was unleashed.