

30+
Private Equity Firms

50+
Portfolio Companies

20+ Years Experience

1,000+ Experts

Operations | Supply Chain | Procurement

US and Europe, other regions, many industries

 Manufacturing

 Food & Beverage

 Aerospace

 Services

 Distribution

 Healthcare

 Consumer Products

 Many more

LARGE CAP



MID CAP



SMALL CAP



TENZING is a **fresh alternative** to traditional consulting and staffing firms. Here's how we are different:

Flexible Deployment

Large-scale teams, individual experts, or interim management.

Hands-On Experts

Our senior Experts roll up their sleeves and get the work done.

End-to-End Stewardship

Tenzing leaders work with you from staffing through delivery to ensure your success.



To learn more
Scan here!

tenzingconsulting.com



\$55M

2-Year EBIT Improvement

\$3B global designer, manufacturer, and distributor of interior and exterior doors was a roll-up of dozens of door manufacturing business. The new CEO saw the opportunity to take significant cost out of supply chain and hired Tenzing.

- Rapid assessment identified over \$30 million in EBIT improvement.
- Launched a comprehensive execution program covering all Direct, Indirect, and Logistics spend.
- Tenzing Experts became the interim global sourcing team until new CPO and team hired.
- Designed and implemented a Sourcing Council that gated all project activity and ensured results.
- All results validated and signed off through owner-approved AOP process.
- Sourcing Council remained a key component corporate governance process for over five years.
- Program delivered \$30M EBIT to the company in Year 1.
- Newly-hired team, coached by Tenzing, delivered an incremental \$25M in Year 2.

\$2.7M

Material Cost Reduction

\$120M European manufacturer of cooling system components for the world's refrigeration industry. Was the merger of two underperforming businesses. CEO and CFO needed to take cost out of Direct Material to remain competitive and hired Tenzing.

- Tenzing Expert in cooling system materials was assigned to the engagement.
- Competitively sourced \$32M in steel, copper, and aluminum wire, tubing and metal plates.
- Negotiated with top suppliers to reduce plant inventory to save cash.
- Tenzing Expert's knowledge of Asian supply base enabled her to source there at even lower cost.
- Improved reliability of savings tracking reliability via standardization manufacturing costing systems.
- Build client capability by providing tools and training in sourcing best practices.
- Formalized and centralized spend approval procedures to ensure sustainability of results.

80%

Reduction in Product Damage Claims

\$1.5B global operator of end-to-end cold chain logistics for the agricultural and food products industries. The company was a "buy and build" of single-unit and regional cold storage warehouses. COO hired Tenzing to reduce customer claims that were a drag on profitability.

- Tenzing deployed Experts in warehouse operations and food production.
- Low performing units were experiencing customer claims on as much as 6-8% of revenue.
- Experts were initially tasked to write and implement a new SOP platform harmonized with WMS.
- During SOP development, identified 60% employee turnover and siloed job duties as root cause of claims.
- Designed and implemented new integrated employee retention and performance program.
- Employee retention rose to over 90% within 120 days which led to an 80% reduction in customer claims.

\$4.6M

Direct Material and Labor Cost Reduction

\$200M US manufacturer of precast concrete forms and forming products was experiencing declining sales due to uncompetitive pricing driven by high product cost. The CEO hired Tenzing to identify product cost reduction opportunities and implement solutions.

- Tenzing deployed Experts the cost optimization of plastic and steel components.
- Conducted intensive VA/VE process: reduce material cost, challenge product designs, reduce SKU count.
- Analyzed current manufacturing operations to improve standard costing.
- Developed operational and financial model to drive optimal make-buy decisions.
- Re-shored production from China to a partner in free trade zone.
- Selectively outsourced manufacturing to lower total cost of operation.
- Company reduced prices by 15% to regain market share without reducing product margins.



Thom McLeod
Founder

tmcleod@tenzingconsulting.com



tenzingconsulting.com



Bill Angeloni
Founder

bangeloni@tenzingconsulting.com