

EBITDA lift

enabled by supply strategy + procurement transformation

Results that stick

with new capabilities, behaviors, and risk disciplines



DecisionPoint

Management Consulting, Inc.

5-10% EBITDA lift

- **Total cost take-out**
- **More resilient operations**
- **Less supply chain disruption**
- **Faster throughput**

Results that stick

- **Strategy tuned to market conditions**
- **Effective governance & decision making**
- **Organizational alignment and scalability**
- **Flexible and responsive operations**

Who we are

Industry experience

- ✓ Mining (operations, construction, and supply chain)
- ✓ Industrial and B2B services
- ✓ Utilities, energy
- ✓ Manufacturing
- ✓ Startups: materials, market research, logistics, R&D

Procurement category expertise

- ✓ Industrial and manufacturing direct materials
- ✓ Maintenance, MRO materials; capital investments
- ✓ Indirect procurement
- ✓ Labor and services
- ✓ Intangibles and IP

Partnerships

- ✓ Transpara —near real time KPI reporting
- ✓ Axtom Technologies — SAAS automated, AI-enabled spend analysis & negotiations
- ✓ Tour De Force Advisors —expert network in supply chain and in procurement-related AI solutions

What we do:

Procurement, strategic sourcing, and supply chain

- ▶ Identify opportunities and risks; set priorities
- ▶ Confirm business needs, identify usage patterns/trends
- ▶ Lead end-to-end strategic sourcing program
- ▶ **Capture value:** take out costs and capital, reduce risk
- ▶ **Lock in value:** behavior change, supplier management
- ▶ **Grow value:** continuous improvement
- ▶ Lead negotiations: strategy; coaching; execution
- ▶ Increase supply chain flexibility, resilience, and velocity

Sustained results with an agile organization

- ▶ Help you understand opportunities to get more out of your organization and management
- ▶ Realign and reduce size of organization
- ▶ Create transparency, alignment, control, and agility by transforming the governance framework
- ▶ Identify, put a value on, and manage risks
- ▶ Improve decision making and prioritization based on hard data, user requirements, and value drivers

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