



Alaris is a management consulting firm that develops and executes innovative strategies and solutions, with a particular focus on North America and Asia. We excel in generating accurate information and driving results in industries that buy, make, move and sell products. Our sector expertise includes industrial and consumer manufacturing, consumer packaged goods, pharmaceutical and retail. With over 20 years of consulting experience in Asia, our team has delivered hundreds of projects represented by a wide range of industry segments, company sizes (by revenue) and geographic regions globally.

## Representative Projects

- **Designed and implemented sourcing platform** – generated a \$6M annual cost savings through a global strategic sourcing project where we assessed, designed and implemented an international procurement organization for North America’s leading distributor of heavy duty vehicle parts
- **Drove post merger integration strategy and implementation** – worked with investor group and management teams of a medical equipment company to conduct pre merger assessment, devise post merger integration strategies, develop implementation plans and drive project management
- **Optimized assets and processes** – realized a \$5M annual cost reduction through a global strategic sourcing and manufacturing optimization project for commercial play systems
- **Reduced cost** – created a \$5M annual cost savings through a sales and operations planning project that included inventory rationalization, transfer cost reductions and labor savings for a top manufacturer of home improvement goods
- **Devised strategy and support sales process** – developed consumer market insights, brand strategies and financial models that were used to market and sell an over the counter pharmaceutical retail business in China
- **Identified and assessed targets** – led the search and assessment of a list of acquisition targets, including drafting initial term sheets with short-listed candidates for the world’s #1 producer of aluminum ladders

## Our Services

- Cost Reduction
- Growth Strategies
- Transaction Support

## Our Clients

- Advantage Sales & Marketing
- Allied Capital
- American Gypsum
- American Securities Capital
- Associated Materials, Inc
- Bear Stearns Merchant Banking
- Bosch
- Career Education Corporation
- FleetPride, Inc.
- Fraser Paper
- Harvest Partners
- HON Industries
- Honeywell
- Hot Stuff Foods
- InvestCorp International
- J.W. Childs
- Kirtland Capital Partners
- Liberty Partners
- Maverick Tubes
- MTD
- Pentair
- Pitney Bowes
- PlayPower
- Rubbermaid
- Shaw Industries
- Steelcase
- Sun Capital (and portfolio companies)
- Sun Source
- Swiss Colony
- The Riverside Company
- Trivest Partners
- Wear Me Apparel

***In the last three years, Alaris projects resulted in \$900 million in benefits for our clients***

**Growth**

A global retailer and distributor of automotive components and repair services needed an assessment of the market demand in China for car repair and aftermarket distribution. The company was entering into a relationship with a private equity firm and needed information to support a business plan.

**Results****Alaris**

- Conducted consumer focus groups and gathered market data via polling techniques and interviews with vendors
- Created psychographic profiles for target consumers and developed market positioning strategies
- Developed profiles on potential suppliers and defined distribution networks
- Defined pricing for China-sourced components
- Developed financial models to depict cost, sales and ROI

**Cost Reduction**

A private equity firm managing a portfolio of over 40 companies with investments averaging \$100 million - \$250 million in size, wanted to implement a share spend program that would drive down cost, expand the supplier network and increase the value of the portfolio.

**Results****Alaris**

- Performed initial assessment to understand and identify potential opportunities
- Strategically sourced 10 direct and indirect material categories
- Trained more than 30 portfolio company representatives in the Alaris Methodology and Negotiations processes
- Conducted more than 80 cross-functional negotiations
- Established agreements that were portable with divestitures and allowed future acquisitions to be added resulting in an additional \$1.8 million annual cost savings
- Achieved \$9.1 million in annual cost savings

A US based catalog retailer was experiencing rapid sales growth, proliferation of SKUs and an expanding supply base. The company needed to renew its sources of supply, lower costs and generate new product ideas to stay competitive. The retailer needed a better platform to support more direct links to suppliers and maintain the best mix of suppliers including agencies, trading companies and manufacturers.

**Alaris**

- Developed a strategic approach to analyze and articulate alternative sources of supply and design
- Led pilot sourcing program to define optimum service and cost levels for channel partners
- Conducted assessment of spend, prioritizing pilot sourcing categories as well as follow-on or second wave sourcing programs
- Disintermediated unproductive and uncompetitive agents
- Designed processes and programs to drive sourcing
- Launched and incubated China-based sourcing operations and new product development team

**Transaction Support**

A leading industrial products brand owner needed to establish a manufacturing presence in China to develop a low-cost manufacturing platform. To accomplish this, the company wanted to identify the most cost competitive manufacturing platform to support global requirements and local demand.

**Results****Alaris**

- Performed a detailed analysis of the supply chain and cost structure of Chinese suppliers' operations
- Applied progressive screening of targets
- Conducted due diligence including review of overall operations
- Created financial models to evaluate the target company
- Drafted a term sheet and worked with legal and accounting advisors to structure the transaction
- Facilitated and coordinated negotiations

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