



SERVING MANUFACTURING AND DISTRIBUTION

Even the simplest manufacturing and distribution businesses have become more complicated, and opportunities to improve operations by leveraging technology and compliance abound. Every dollar saved is a dollar that can be used to fuel growth or improve the bottom line. As manufacturing and distribution companies look to rapidly gain market share or create money-saving synergies, the potential impact of smooth operations, effortless compliance, and high-impact technology expands exponentially.



Pathfinder Advisors' focus when serving manufacturing and distribution companies is to drive down costs, reduce time to revenue, improve customer service and increase competitive advantage by:

- Simplifying and automating recurring processes
- Enhancing materials and labor requirements planning and scheduling
- Increasing speed to market and reducing time to revenue
- Increasing and improving customer interactions and satisfaction
- Reducing costs and complexity of the supply and delivery chain

Pathfinder Advisors typically begins helping manufacturing and distribution companies identify and realize such opportunities using an assessment-based approach that captures points of view from all of the major stakeholders and leverages Pathfinder Advisors' significant experience in serving other companies in the manufacturing and distribution industry.

Pathfinder Advisors' diverse experience in serving manufacturing and distribution companies includes:

- Performed operations and technology due diligence on behalf of a strategic acquirer seeking to consolidate five unrelated building products manufacturers. Developed technology integration plans, a consolidated operating model and pro-forma operating and capital expenditure operations and working capital budgets for a consolidated entity.
- Led commercial, operations and technology workstreams of an effort to turn around a distressed Tier 2 automotive supplier. Identified product changes and business process improvements necessary to address root causes of failure and identified opportunities to leverage leading practices to improve financial performance.
- Developed an operations improvement and strategic technology plan for a tobacco, candy and snack products distributor serving the convenience store market designed to improve forecasting, reduce inventory costs, and maximize growth potential utilizing existing human resources more effectively.
- Led a business process transformation effort for a successful biotechnology products manufacturer and distributor that had reached the capacity limits of its current way of doing business. Identified leading practice-based processes for their industry and facilitated their implementation using a Software As A Service-based ERP solution.

About Pathfinder Advisors

Pathfinder Advisors is dedicated to helping equity investors, boards of directors, senior business executives, and technology executives in every industry spend less on operations and technology while at the same time driving business improvements that increase both top-line and bottom-line performance.

Founded in 2010 to bring Big 4 quality and experience to the middle market, Pathfinder Advisors offers our clients the means to enhance the value of key business events such as mergers and acquisitions, post-merger integration, and turnarounds and restructuring by leveraging the strengths and capabilities of operations and technology, drive business value by optimizing performance of operations and technology, and reduce costs of acquiring and managing operations and technology assets and services.

Pathfinder Advisors offers a unique advisory experience in which experts do the work rather than those seeking to gain expertise, we bring in valued partners to provide additional expertise even if our revenues realized from the engagement are reduced, and we work to deliver immediate and tangible value rather than to jockey for additional work.



Operations and Technology Transaction Support

Operations and technology can tip the balance of the outcome of virtually any strategic transaction, make a good deal great or a great deal one for the history books. Operations and Technology Transaction Support is investment thesis-driven, results-focused, and available 24/7/365.

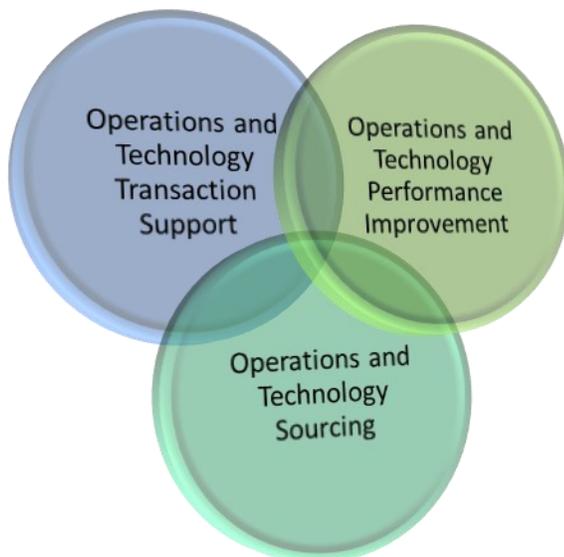
Operations and Technology Performance Improvement

Most companies spend between 4% and 7% of revenues on technology annually and few are able to articulate the value received from that investment. Many stand to gain by leveraging their technology to drive operational improvement and increase business value. Operations and Technology Performance Improvement helps companies rapidly identify and realize opportunities for technology to drive real business improvements.

Operations and Technology Sourcing

Companies often spend millions every year on technology, property, plant, and equipment and pennies managing that spend. Annual investments this large deserve more attention. Operations and Technology Sourcing provides objective and independent assistance in managing the entire sourcing process and delivery of acquired products and services.

Our Services



Learn More

Please visit us at www.pathfinderadvisors.com for examples of the value we have delivered to companies like yours and to explore how we can bring that same value to your company.