

CASE STUDY

Business evaluation and process improvement for a leading consumer products company

Situation: Leading consumer products company had grown rapidly but margins had decreased in recent years. Company wanted to determine cause and identify areas for process improvement and cost savings

What We Did: HPA deployed a team led by a core group of 4 former McKinsey consultants with corporate strategy and cost reduction experience in the consumer products industry

Evaluated the company's previous cost savings initiatives, identified opportunities for further collaboration within the organization, increased budget ownership and accountability, and enhanced use of analytics

Working in conjunction with an internal team of executives, identified a wide range of cost savings opportunities and developed metrics and tracking process to monitor progress and savings capture. Company realized significant savings at a level above initial forecast