

CASE STUDY

Critical procurement consulting group to solve for COVID & inflation-related supply chain issues

INDUSTRY: Food & Beverage

BUSINESS TYPE: B2B2C

CHALLENGE

A PE firm VP came to us with a critical need for a raw materials procurement strategy consulting group for their food and beverage portco. Having recently acquired the platform that was growing rapidly, they needed a group that could develop and implement a sophisticated purchasing and procurement strategy for them. With COVID and inflation leading to supply chain issues and fluctuating prices on their raw materials, they urgently needed a procurement expert with experience in PE & this section of the food and beverage raw materials market that could dig into the numbers and create a tactical plan.

RESULT

Within 72 hours of the initial scoping call, we connected the PE firm with the exact procurement group that they needed. The PE firm was able to confidently engage this group and quickly help the portco get on track with their procurement strategy while also cutting unnecessary costs in the supply chain.

SOLUTION

Leveraging our founder's 20 years in private equity, we have extensive frameworks for assessing PE-grade procurement needs. BluWave utilizes technology, data, and human ingenuity to pre-map, assess, monitor, and maintain deep pools of procurement consulting groups and individuals that uniquely meet the private equity standard. We interviewed the PE firm to understand their specific key criteria and then connected the client with the select pre-vetted procurement group from our invitation-only Intelligent Network that had the exact industry experience they were looking for.

“ The firm's portco needed help re-sourcing their raw material inputs. We connected them with a firm that had deep experience sourcing those specific raw materials and had a consultant on staff who previously served as Chief Procurement Officer for the largest player in the space.

- BluWave Consulting Manager