



# Realizing post-M&A synergies

## CHALLENGE

A global manufacturer had recently expanded its US operations via a major acquisition. Both the target and acquirer companies had significant production capacity and large customer bases. Post-close, data from production, sales, and logistics was spread across multiple legacy and third-party systems – all of it structured differently. To realize deal synergies, such as increased On-Time-In-Full (OTIF) deliveries, the manufacturer needed to quickly integrate operations and harmonize target KPIs across both companies.

## SOLUTION

### Post-M&A integration

The manufacturer created a consolidated view of its newly expanded company by integrating production, customer, order, scheduling, and third-party logistics data. This laid the foundation for comprehensive top-down and bottom-up supply chain analytics, specifically in managing OTIF deliveries.

### Top-down OTIF planning

For top-down planning, global production leads first identify production issues in Foundry. From there, they work with individual regions and plants to correct problems by shifting production based on inventory, demand, and logistics pricing.

### Bottom-up OTIF management

For bottom-up management, customer service representatives track orders at risk of delay. Risk factors such as contract pricing or shipping issues are flagged automatically so reps can quickly take action and resolve the issue.

## IMPACT

- The company started realizing operational synergies in 6 weeks. Since then, the workflows have been rolled out across 3 continents, with plans to expand to the rest of the company.
- On-Time-In-Full (OTIF) deliveries increased by 8%.