



OPPORTUNITY

A major player in the food service industry, facing significant margin issues in a recent acquisition, approached KESI Management for assistance. The challenge was to identify a viable approach to tackle a multitude of value chain issues causing margin compressions and resulting in unprofitability.

The parent company's limited resources and time availability hindered their ability to make specific and effective changes, given their continuous expansion in new business units.

8%
Profitability Increase
YOY

PLAN

KESI created a comprehensive roadmap for sustainable profitability, employing a holistic approach to assess the client's business across all value chain categories. Working closely with key stakeholders, the team meticulously evaluated the existing state and identified crucial gaps required to reach the desired future state objectives.

In the end, KESI delivered a well defined roadmap, empowering the clients team to execute the plan or seek additional support as needed.

CHALLENGES

- Align business, customer, and system requirements to mitigate the risk of business disruption
- Develop a roadmap for achieving profitability while onboarding new customers, SKUs, and personnel

OUTCOME

The Client reviewed and agreed to implement and engage further on the projects identified for their business unit. As time progressed, KESI collaboratively addressed each issue identified with the timelines decided and created a sustained change that led to consistent profitability within that business unit.

Since crossing the threshold of profitability, the client has continued to show higher profit margins month after month.

OUR PROCESS

IDENTIFY



PLAN



EXECUTE



SUSTAIN