

CASE STUDY

Global Equipment Manufacturer



ENTERPRISE IMPACT

- Selected two sites in two different states and negotiated a \$60M incentive package with \$30M+ of cash benefit at one location and \$40M at the other
- Reduced projected labor requirements by 430 jobs, a potential annual savings of \$22M
- Reduced footprint by 32% from the Clients initial baseline creating \$27M in construction savings

CUSTOMER CHALLENGE

- After making two bolt-on acquisitions, the Client was left with six global facilities on three continents and wished to consolidate all facilities into the U.S.
- Several facilities were underperforming assets in need of equipment upgrades and operational improvements

OPERATIONAL SOLUTIONS

- Conducted a detailed feasibility study in six weeks that included:
 - A five-state site search based on:
- Transportation costs, labor availability, labor costs, and available incentives
- Comprehensive financial model to evaluate KPI's and measure impact to EBITDA
- Facility prototype with detailed process flow
- Study and analysis of manpower requirements
- Negotiated incentive packages