

Reducing Cost by Optimizing the Supply Chain

Dairy Co-operative

Scale: 839 employees | \$1B (CAD) Annual Revenue

Adonis Partners helped a dairy co-operative identify areas of improvement and facilitate change, resulting in over \$5M in savings and leadership equipped to drive continuous improvement.

- ✓ Coached and executed 27 high-impact projects to exceed savings targets
- ✓ Delivered \$5.3M in transformative savings across key supply chain functions
- ✓ Established a strong foundation for continuous improvement



5.3M

Savings from Supply Chain Functions

27

Savings Opportunities Identified

1M

Savings in the First 4 Months

A prominent dairy co-operative, with a vast network of 1,400 dairy farms and 4,200 shareholders, sought to meet ambitious productivity targets set by leadership. Adonis Partners was engaged to analyze financials and performance across key supply chain functions, including Transportation, Procurement, Distribution, Planning, and Customer Service.

After a thorough examination by Adonis' expert consultant, 27 opportunities for improvement were identified, amounting to over \$5M in savings. Projects were prioritized and assigned to project leaders for execution. To facilitate this process, each leader participated in weekly sessions with the consultant, driving action and accountability. Monthly project updates were provided to the senior leadership team to review savings and align resources needed to remove roadblocks. A detailed tracker was used to monitor monthly savings, ensuring transparency, rigor in savings calculation, and data-driven decision-making.

By coaching and executing the team on these initiatives, the company saw savings of \$1M in just 4 months. At the end of the fiscal year 2020, the supply chain function had saved \$5.3M across transportation, procurement distribution, and planning. Adonis Partners established the foundation to drive continuous improvement into the supply chain activities with increased staff confidence in their ability to execute successful outcomes through these projects.