

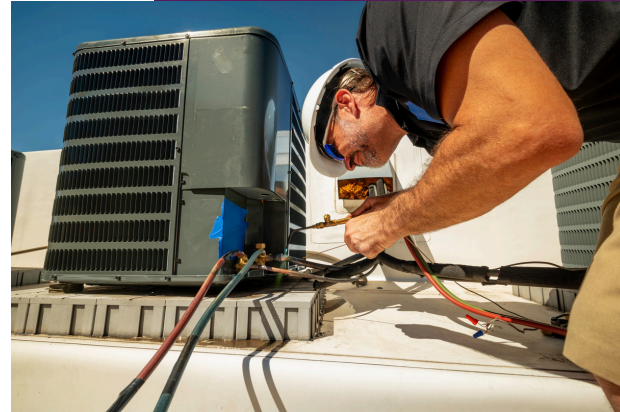
# Driving Strategic Sourcing Savings & Supply Chain Resilience

## HVAC Manufacturing

Scale: 1,250+ employees | \$214M Revenue

Adonis Partners helped a leading HVAC components manufacturer facing rising costs, tariff exposure, and dependency on single-source suppliers to uncover savings and diversify its supply chain without disrupting operations.

- ✓ Identified and vetted global suppliers, evaluating cost, risk, and manufacturing capability.
- ✓ Engaged with procurement, engineering, and leadership teams to ensure buy-in and seamless execution
- ✓ Built execution and contingency plans to de-risk supply chain and diversify sourcing away from overexposed regions



**\$19M**

Cost Savings  
Identified

**10x**

ROI on Adonis  
Engagement

**28%**

Annual Spend  
Reduction

A leading North American manufacturer of HVAC components sought to reduce cost pressures and mitigate supply chain risks caused by tariff exposure and heavy reliance on single-source suppliers. Adonis Partners was engaged to lead an accelerated strategic sourcing initiative aimed at delivering significant cost savings while building long-term supply chain resilience.

Adonis deployed a full-cycle sourcing program across four high-impact categories totaling approximately \$67M in landed spend. The team managed supplier discovery and qualification, designed competitive sourcing events, and introduced scenario modeling for pricing, payment terms, and lead times. Through proactive stakeholder alignment and risk mitigation planning, Adonis ensured both speed and rigor throughout the process.

The engagement resulted in \$19M in identified savings—representing a 28% reduction in annual spend—and delivered a 10X+ ROI. Beyond the immediate cost impact, the initiative reduced dependency on overexposed regions by onboarding qualified suppliers from alternative global markets, setting the foundation for a more diversified and resilient supply chain.