

Value Creation Office for a Consumer Good Distributor

Client Spotlight



Situation

Our client was consumer good distributor who was launched an enterprise transformation program in part as a response to activist investor pressure. We were tasked with setting up and running the central Value Creation Office (VCO), which would provide program-wide reporting, standard process, and drive progress across 5 workstreams.



Solution

We stood up and ran the Value Creation Office. This included creating the baseline 'momentum' financial model, which all initiatives would be measured against, installing a software system to manage hundreds of initiative, established the reporting rhythm (VCO meetings, SteerCo meetings), provided support to initiative owners, and installed a proprietary process for tying initiatives to financial reporting (P&L results).



Results

The project created 80 high priority initiatives during the initial diligence phase worth \$330M of mid-point value.

Automated reporting allowed time for change management, supporting the CTO, and generally ensuring a smooth experience for everyone involved.



A large-cap consumer goods distributor with operations spanning 100+ metro areas across North America. The company specializes in supplying a diverse range of products to retailers and wholesalers, ensuring efficient distribution and supply chain management.

Tags: Value Creation Office, Initiative pipeline, distributor, CPG

