

# Consulting & Training Partners in Transformation Service Offering, 2025



## Message from our founder

Welcome to MG Operations & Strategy Partners LLC, a business and operations advisory firm established in 2015, headquartered in the vibrant Washington DC metro area.

With over 23 years of experience as a strategy & operations advisory and a licensed industrial engineer, I had the privilege of serving esteemed clients across Fortune 500 companies and Private Equity firms while working with renowned advisory firms such as Booz Allen Hamilton, Accenture Strategy, and Ernst Young.

At MG Operations & Strategy Partners LLC, we pride ourselves on delivering value-added results to our clients. By bridging the gap between business strategy and the potential of supply chain and manufacturing operations, we empower organizations to achieve top-line growth and bottom-line savings.

Our approach revolves around leveraging industry-leading practices and applying a pragmatic leadership and program management framework to drive your priority initiatives.

Drawing on my extensive background in business management and supply chain & Operations engineering, we have successfully collaborated with Fortune 500 clients across diverse industry verticals, including Defense, Consumer Product Goods, Retail, Oil & Gas, Pharma, and Chemicals.

We are committed to bringing supply chain and business strategy leading practices to the forefront, and when necessary, we collaborate with a network of trusted top-tier consultants to assemble the right cross-functional team tailored to your specific project needs and investment budget requirements.

At MG Operations & Strategy Partners LLC, our focus is centered around your success. We prioritize your loyalty and work tirelessly to propel your business towards greater achievements. As the CEO and Founder, I am dedicated to provide exceptional service and delivering impactful solutions that drive lasting results.

Thank you for considering MG Operations & Strategy Partners LLC as your trusted advisor. We look forward to the opportunity to serve you.

Sincerely,

Mohannad H. Gomaa

CEO & Founder MG Operations & Strategy Partners, LLC



## WHO ARE WE

We are a dynamic operations and business strategy consulting firm with like-minded personable and passionate team of entrepreneurial professionals who brings top-tier consulting experience focused on driving value through our consulting services.

We specialize in business and supply chain transformation advisory, and M&A Operations integration. We take pride in our ability to influence change with structured world-class approaches.

## WHAT VALUE DO WE BRING

Our value is in managing supply chain strategy & integrated business planning transformation. We conduct an AI driven MECE assessment to your supply chain strategy, planning , and operation capabilities bringing practical supply chain solutions from across industry sectors.

Our solutions are derived from the same resources used by top-tier operations and M&A consulting firms from access to talent, industry benchmarks, and proven supply chain frameworks to qualify the right investments-based on ROI to pace change and quantify value realized.

From assessment to implementation, we never work in silos. We involve our client team in leading the design for a fit-for-purpose solution that aligns with your organization's culture and industry sector. Our detailed implementation plans tools ensure faster and practical transformation execution to achieve value-add results.

## WHO WE SERVE

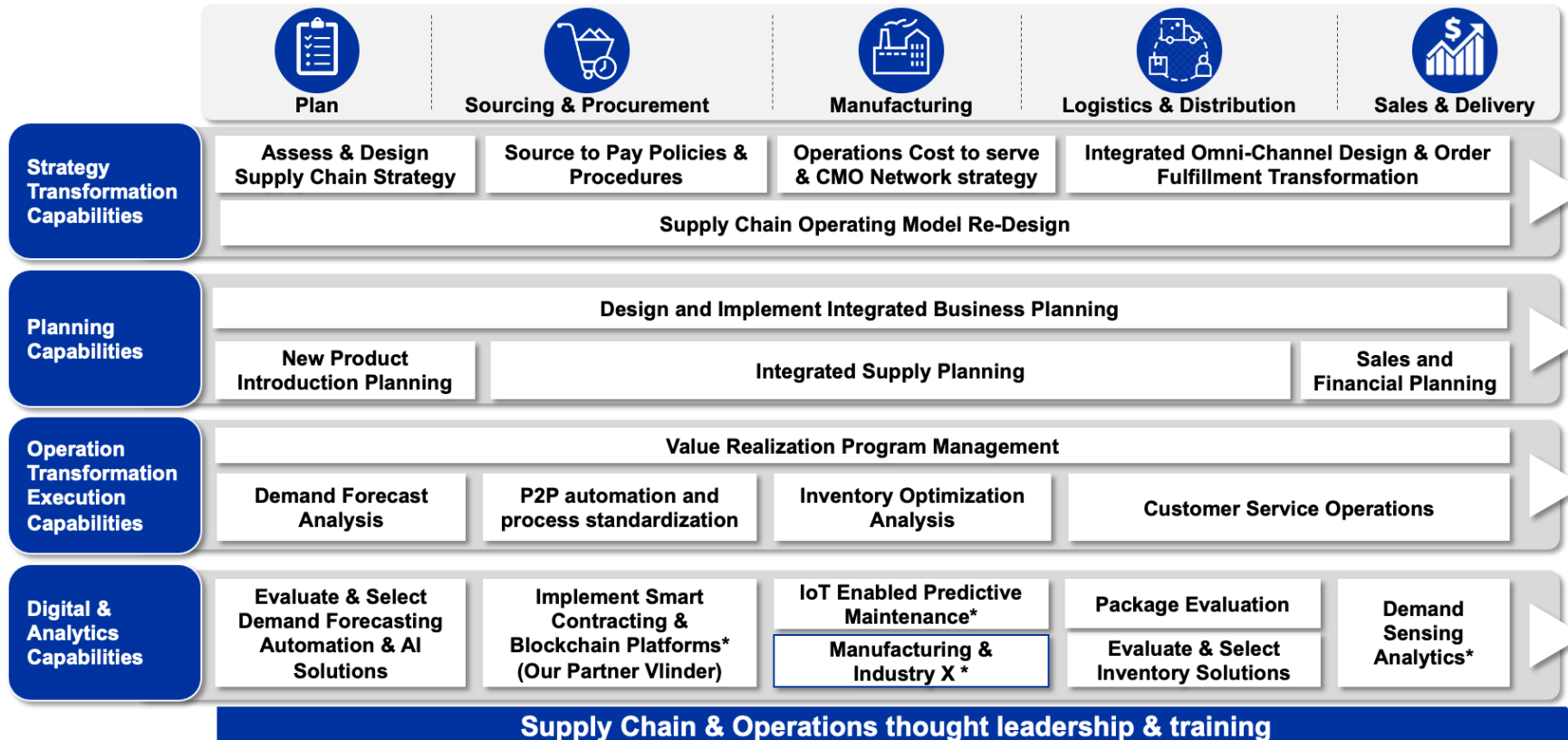
We currently serve a diverse range of clients, including Private Equity firms and organizations across various industries.

Our supply chain expertise extends to clients in Consumer Product Goods & Retail, Chemicals, DoD & Federal Government, Pharma, and manufacturing sectors.

We will always make sure to assemble the right consulting team that is experienced to address your specific challenges and provide tailored solutions that meet your unique needs.

# Our Supply chain & Operations Capabilities

From assessment to implementation, our capabilities serve our clients throughout their growth lifecycle to improve their top-line growth and realize bottom-line cost savings. Our approach & methodologies is a result of years of experience working with top-tier consulting firms



\* Service provided by a digital and SI Partner

1. **Our assessments** are typically 4-6 weeks where we provide a detailed analysis to the current state, leading practices, and how to bridge the gap using a detailed implementation plan for each proposed investment or improvements. We develop a realistic journey roadmap to implementation.
2. **Our design approach and implementation support** timeframe depends on the the scope of change and the level of effort required to support your implementation initiatives
3. **Our digital & analytics capabilities** provided by our trusted partners while MG O&S Partners manages the SoW to ensure accountability and ownership of results provided to our clients

## Geography

U.S., Mexico, Canada, & EMEA

## 23 years of experience

Working on supply chain projects with Fortune 500 & private equity

## No. of projects

40+ in the last 10 years

## Industry Portfolio

Cement, A&D, Pharma, CPG, O&G, Chemical, Energy, DoD

## Client Profile

GS-15, Corporate CSCO, COO



# How do we help our clients through our ASCM Partnership

Leveraging ASCM Solutions for Growth: As an authorized ASCM Consulting & Training Partner, we are positioned to provide our clients with the industry world-class solutions and supply chain certifications

## Authorized ASCM Supply Chain Training Partner

### Applicable Training Solutions

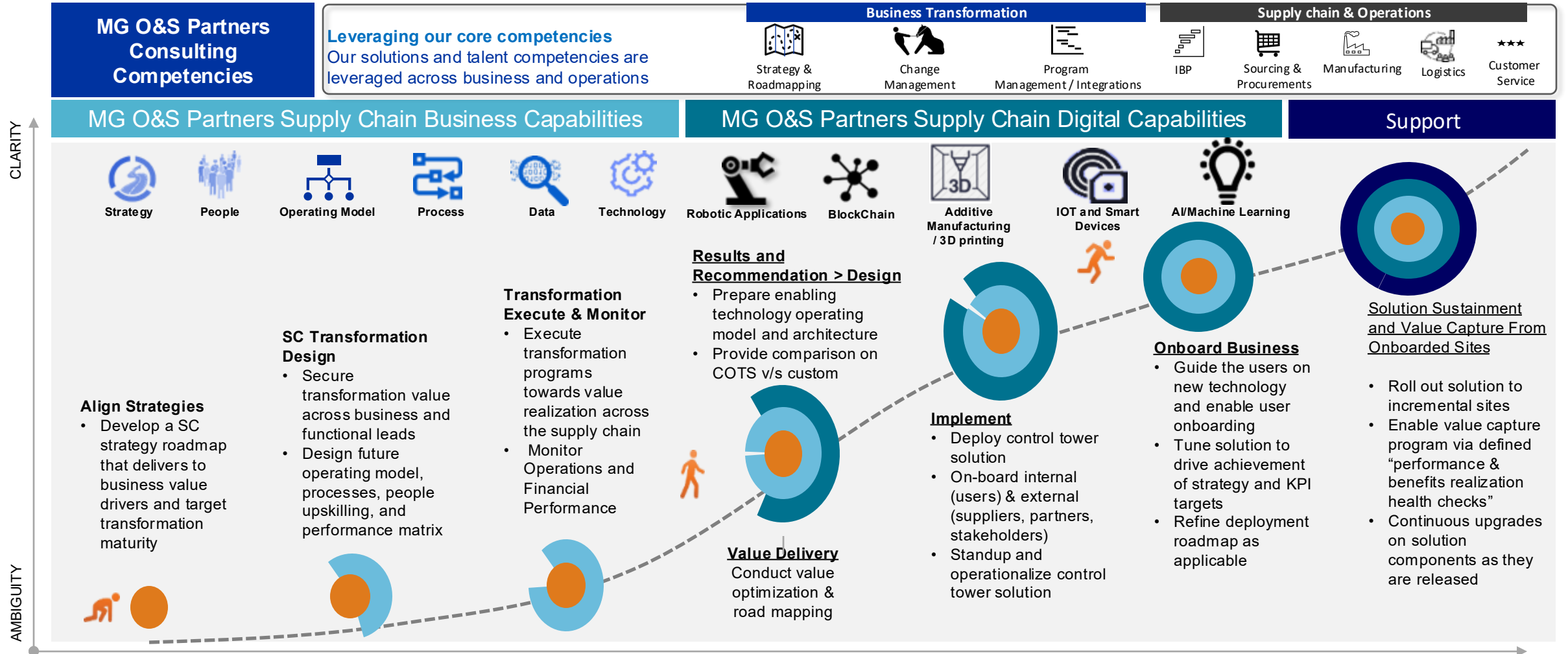
CPIM  
CSCP  
CLTD  
CTSC  
Certificates (Planning, Procurement, Warehousing, Resilience, Technology)  
  
FOSCM – individual course  
FOSCM – full suite  
Educational courses (SCOR, Sustainability)

## Authorized ASCM Supply Chain Consulting Partner

### Applicable Consulting Solutions

Consulting TLP  
SCOR benchmarking toolset  
ASCM Talent assessment survey  
SCPR Accelerator  
Digital capability Model  
  
ASCM maturity assessment  
Corporate Membership

# We support our clients throughout the Transformation journey from strategy to execution



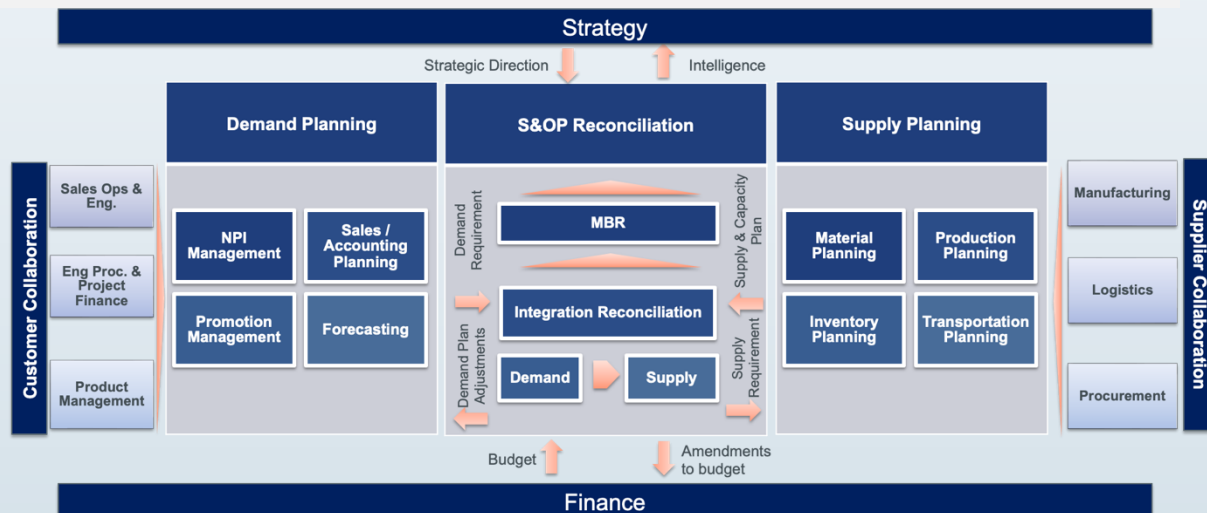




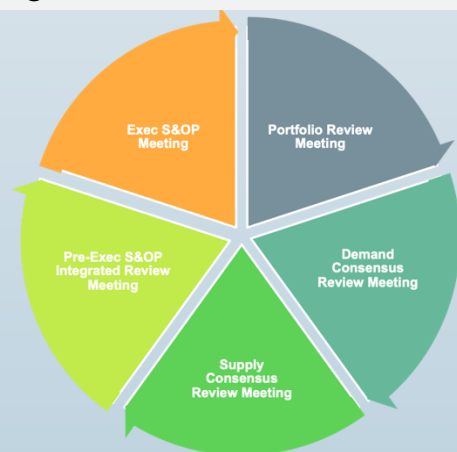
# Our IBP/S&OP Service Offering

Our approach drives assessing, designing and implementing a practice that drives execution and simplify the process to optimize resources and time investments across the planning process

We utilize our Industry standard framework to drive understanding & establish a mature IBP model across all functions..



..and install the right cadence to drive the IBP/S&OP process..



..by focusing on Org., Governance, People, Process and Technology to drive results

<b>People &amp; Org.</b>	• Do we have the right people in the room accountable for results?
<b>Policy &amp; Procedures</b>	• Do we have the right governance model and business rules defined?
<b>Process</b>	• Do we have the right process across all S&OP 5 step processes with true collaboration and the right cadence?
<b>Data management</b>	• Do we have the right data structure to support decision making and planning across the organization?
<b>System Integration</b>	• How do we use systems efficiently and improve automation? Are we utilizing our systems functionality?
<b>Performance Metrics</b>	• Did we install the right strategic, tactical, and operational KPIs and have stakeholders own their matrix?
<b>Management Reports</b>	• Is our management reporting for information sharing only or does it provide insight and analytics to inform better financial and operational decision making?

# Our ASCM Consulting & Training Partnership Service Offerings

The value of our ASCM consulting partnership is to bring credibility results to optimize M&A investments and time to deliver results to your stakeholders



Our expertise in supply chain M&A combined with our deep understanding of industry sectors enables superior delivery of end-to-end projects

Comprehensive transformation solutions at fraction of the cost of traditional advisory services

Agile team with Industry and Functional Expertise

Total transformation Methods tailored to prioritize ROI and pace change

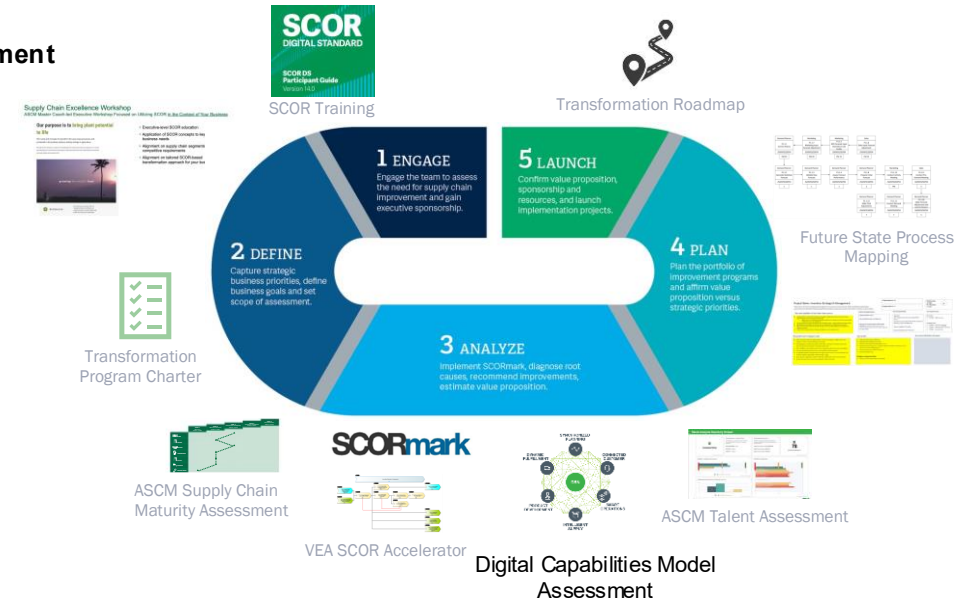
Agile methods to realize fast operations due diligence

## SCM Maturity Assessment

## Training

## Standards & Benchmarks

## Transformation Implementation Roadmap



A consistent fact-based approach that leverages SCOR and effective advisory coaching to build a sustainable transformation approach from mobilization to execution

Train & Upskill Supply Chain Operations Workforce based on Industry standards

Create a common culture across your portfolio companies that speaks the same language and have same level of competencies as F500 companies

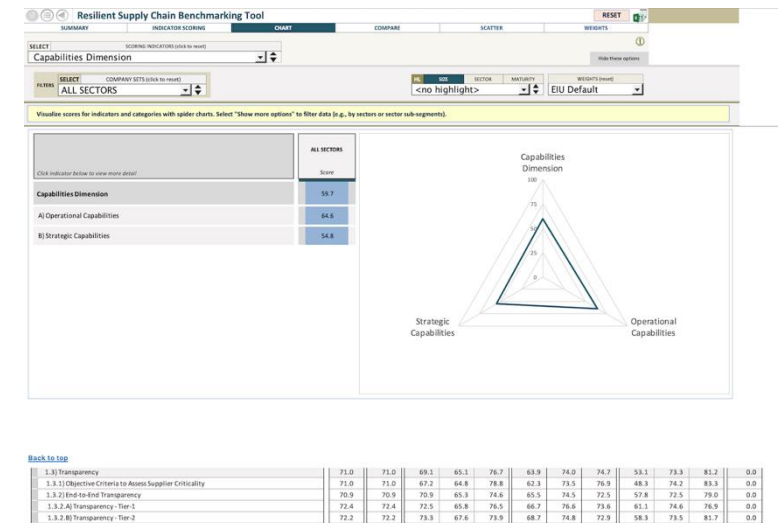
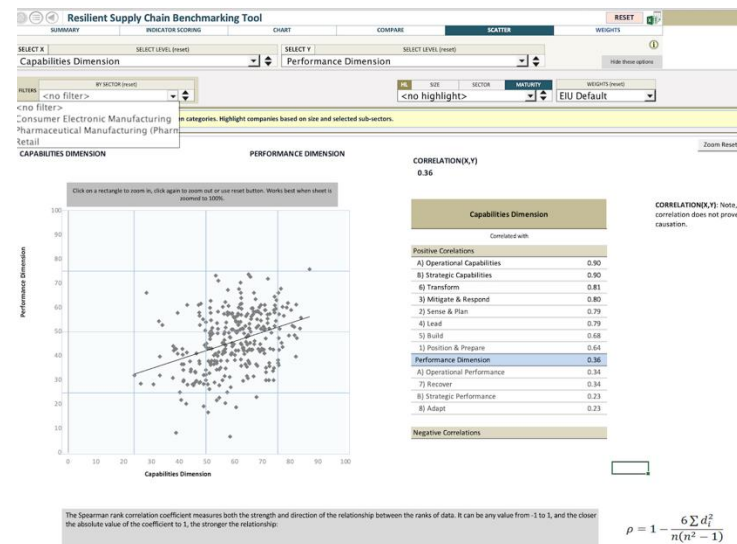
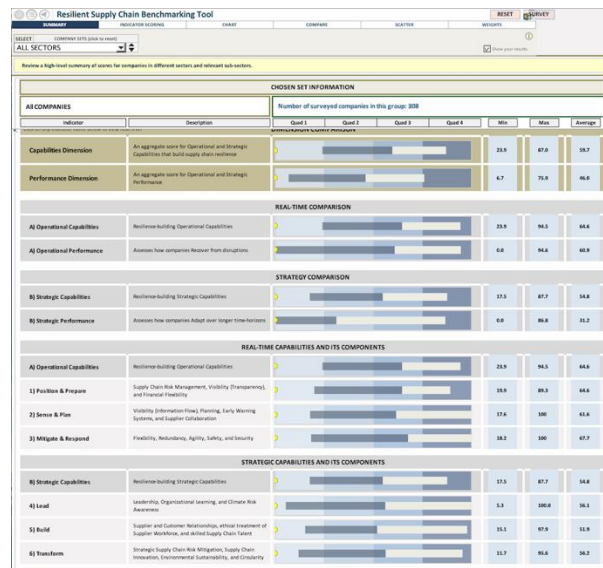
Corporate Membership with access to ASCM Global Coaches & learning system

Accountability and Partnership with ASCM & MG leadership



The Resilient Supply Chain Benchmark reveals several gaps and opportunities for improvement that if addressed could position companies to better withstand the dangers of our turbulent times, including:

- Improving end-to-end visibility by integrating partners into key activities and systems
- Proactive collaboration to improve the credibility of sustainability and emissions initiatives
- Building long-term relationships with supply chain partners
- Stronger engagement between supply chain managers and executive leadership



*The Economist Intelligence Unit, sponsored by ASCM, has developed a benchmark that assesses both the prevalence of modern supply chain resilience-building capabilities and how resilient companies have been over time. The Resilient Supply Chain Benchmark assesses the performance of 308 publicly listed US companies in three sectors (consumer electronics, pharmaceuticals and retail) across two equally important domains: operational supply chain resilience and strategic supply chain resilience.*

# Our Supply Chain Risk Assessment Value-Add Services



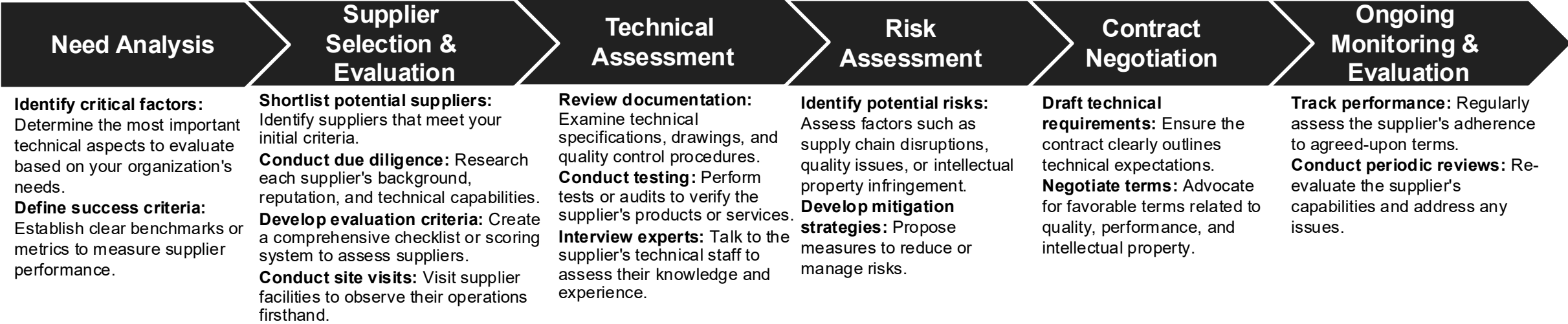
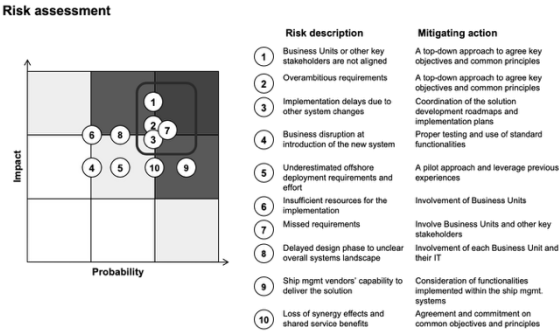
Proposed Value-Added Services	Our Results & Value Proposition
Tailored Technical Supplier Assessments	<p><b>Deep-dive analysis:</b> Conduct in-depth assessments based on specific client needs or industry requirements.</p> <p><b>Customized risk matrices:</b> Develop risk matrices that align with the client's risk tolerance and priorities.</p> <p><b>Industry-specific expertise:</b> Leverage your knowledge of specific industries to identify unique risks and mitigation strategies.</p>
Strategic Guidance	<p><b>Risk management strategy:</b> Develop a comprehensive risk management strategy that integrates with the client's overall business objectives.</p> <p><b>Supply chain optimization:</b> Provide recommendations for optimizing the supply chain to reduce risks and improve efficiency.</p> <p><b>Scenario planning:</b> Assist clients in developing contingency plans for potential disruptions or challenges.</p>
Risk Response Execution Support	<p><b>Process improvement:</b> Help clients implement the recommended risk management processes and procedures.</p> <p><b>Training and development:</b> Provide training to employees on risk management best practices.</p> <p><b>Technology integration:</b> Assist in integrating risk management tools and software with existing systems.</p>
Ongoing Monitoring and Evaluation	<p><b>Risk monitoring:</b> Continuously monitor supplier risks and identify emerging threats.</p> <p><b>Performance evaluation:</b> Assess the effectiveness of risk mitigation measures and make adjustments as needed.</p> <p><b>Reporting and communication:</b> Provide regular reports on risk assessments and recommendations.</p>
Leveraging Local Knowledge	<p><b>Regional expertise:</b> Offer insights into regional risks and regulations.</p> <p><b>Language proficiency:</b> Communicate effectively with suppliers in their native language.</p> <p><b>Cultural understanding:</b> Navigate cultural nuances and business practices.</p>
Supplier Code of Conduct	<p><b>Development:</b> Assist clients in creating a comprehensive supplier code of conduct that aligns with their values and industry standards.</p> <p><b>Implementation:</b> Ensure that suppliers adhere to the code of conduct and monitor compliance.</p> <p><b>Auditing:</b> Conduct regular audits to assess supplier adherence to the code of conduct.</p>
Third-Party Risk Management	<p><b>Identification:</b> Identify and assess risks associated with third-party suppliers and subcontractors.</p> <p><b>Due diligence:</b> Conduct thorough due diligence on third-party suppliers, including financial, legal, and reputational checks.</p> <p><b>Contractual provisions:</b> Incorporate appropriate contractual provisions to manage risks associated with third-party relationships.</p>
Supply Chain Resilience	<p><b>Risk identification:</b> Identify potential disruptions and vulnerabilities in the supply chain.</p> <p><b>Scenario planning:</b> Develop contingency plans for various scenarios, such as natural disasters, political instability, or supply chain disruptions.</p> <p><b>Diversification:</b> Recommend strategies to diversify the supply chain and reduce reliance on a single supplier or region.</p>
Digital Transformation	<p><b>Technology implementation:</b> Assist clients in implementing technology solutions to improve supply chain visibility, risk management, and decision-making.</p> <p><b>Data analytics:</b> Leverage data analytics to identify trends, anomalies, and potential risks.</p> <p><b>Automation:</b> Explore opportunities for automating processes to improve efficiency and reduce errors.</p>
Sustainability and ESG	<p><b>ESG assessment:</b> Evaluate suppliers' environmental, social, and governance practices.</p> <p><b>Reporting:</b> Help clients prepare ESG reports and disclosures.</p> <p><b>Integration:</b> Integrate ESG considerations into supplier selection, evaluation, and performance management.</p>

# Tailored Technical Supplier Risk Assessments



## Scope of assessment based on client interest to assess suppliers

Product or service quality	Assessing if the supplier's offerings meet specific standards or requirements.
Manufacturing processes	Examining the supplier's production facilities and techniques.
Technical expertise:	Evaluating the supplier's knowledge and skills in relevant areas.
Intellectual property	Ensuring the supplier respects intellectual property rights.
Risk management	Assessing the supplier's ability to handle potential risks and challenges



## Tools and Techniques

- Quality management systems:** ISO 9001, Six Sigma, Lean Manufacturing.
- Risk assessment frameworks:** FMEA, HAZOP.
- Technical audits:** Third-party assessments or self-assessments.
- Benchmarking:** Comparing the supplier to industry best practices.
- Supplier scorecards:** Tracking and evaluating supplier performance.

## Value Proposition

- Reduce risks:** Identify and mitigate potential issues with suppliers.
- Improve quality:** Ensure that suppliers meet high standards.
- Optimize costs:** Negotiate favorable terms and identify cost-saving opportunities.
- Build strong relationships:** Foster long-term partnerships with reliable suppliers.

## Purpose



### SCOR-BASED MATURITY ASSESSMENT

Assess the maturity of your supply chain across the 7 SCOR process areas. Understand key capability deficiencies and how the SCOR model can help your organization address those deficiencies.

## Methodology

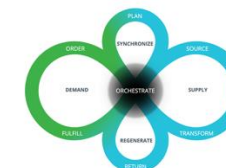
### Maturity Assessment

Assess the maturity of 27 focus areas derived from SCOR L2 processes  
 Facilitated Assessment Targeted at SC VPs / BU leads  
 Time to Complete: ~2 hours



### Results & Analytics

Deep-dive into current state – maturity breakdown for each focus area with identification of relevant processes, metrics, skills and best practices in SCOR DS  
 Detailed, facilitated results review focused on utilizing SCOR to improve deficiencies  
 Time to Complete: 1 hour, typically 2 weeks after completion of assessment



## Maturity Levels Synopsis



Maturity levels are defined both at an aggregate supply chain level and at an individual focus area level (for the 27 focus areas) in order to accurately assess maturity



# Focus Areas for ASCM Supply Chain Maturity Assessment with Related L2 Processes

Assessment is focused at a supply chain level – there may be multiple supply chains within an organization

- Plan
  - S&OP (P1)
  - Forecasting Methodologies (P1)
  - Collaborative Forecasting with Supply Base (P1)
- Order
  - B2C Ordering (O1)
  - B2B Ordering (O2)
- Source
  - Strategic Sourcing (S1) (to include Supply Base Development and Supplier Selection / Qualification)
  - Source Product Fulfillment and / or Return Performance (S2/S3)
- Transform
  - Production Scheduling (T1)
  - Manufacturing Performance (T1)
  - Service Performance (T2)
- Fulfill
  - Inventory Management (F1/F2/F3)
  - Transportation Management (F1/F2/F3)
- Return
  - Return Management (R1)
  - Repair Management (R3)
- Orchestrate
  - Supply Chain Strategy (OE1)
  - Business Rule Development Processes (OE2)
  - Performance Management Processes (OE3)
  - Data, Information and Technology Management Processes (OE4)
  - Human Resource / Talent Management Processes (OE5)
  - Contract Management Processes (OE6)
  - Network Design (OE7)
  - Regulatory Processes (OE8)
  - Risk Management Processes (OE9)
  - ESG Processes (OE10)
  - Enterprise Business Planning Processes (OE11)
  - Supply Chain Segmentation (OE12)
  - Circular Supply Chain Management Processes (OE13)





# Accelerating Your Supply Chain Transformation

## The SCOR Toolset



Supply Chain Excellence Workshop  
ASCM Master Coach-led Executive Workshop Focused on Utilizing SCOR in the Context of Your Business

Our purpose is to bring plant potential to life



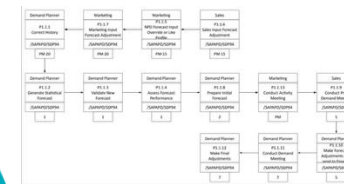
- Executive-level SCOR education
- Application of SCOR concepts to key business needs
- Alignment on supply chain segments competitive requirements
- Alignment on tailored SCOR-based transformation approach for your business



Transformation  
Program Charter

SCOR Training

Transformation Roadmap



Future State Process  
Mapping

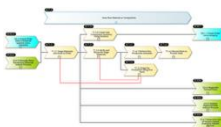


Project Placemats

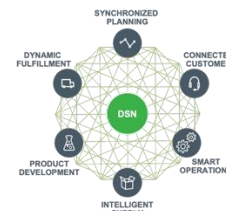


ASCM Supply Chain  
Maturity Assessment

**SCORmark**



VEA SCOR  
Accelerator



Digital Capabilities Model  
Assessment



ASCM Talent Assessment

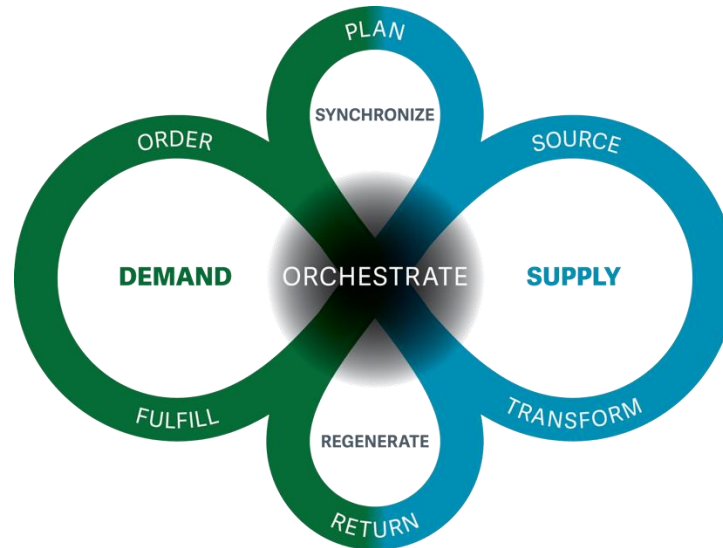




# SCOR Transformation Learning Programs



Comprehensive transformation solutions at 1/10 the cost of traditional advisory services



- Detailed analysis led by an ASCM TLP Adviser
- "Teaching how to Fish" approach as opposed to Consulting
- Utilized at many large and small companies for process mapping / transformation portfolio development activities

A consistent fact-based approach that leverages SCOR and effective advisory coaching to build a sustainable transformation approach from mobilization to execution

## Typical Client Results

**30% FASTER** ERP system implementations  
with 30% more functionality and reduced implementation  
cost

Continuous improvement portfolios  
**REFRESHED AT A VALUE OF 0.5%**

**20% IMPROVEMENT** on inventory turns

**25% IMPROVEMENT** in delivery reliability

**20% IMPROVEMENT** in flexibility

**MAXIMIZE SHARE GROWTH**  
through effective risk management

## Our Most Advanced Clients

**RANK IN THE UPPER QUARTILE**  
of their industry group in shareholder value

Achieve average operating  
**INCOME IMPROVEMENT OF 3%** of sales  
(high 4.5%low 1.5%)

**OUTPERFORM COMPETITORS**  
on all major supply chain indices

**CONSISTENTLY USED THE SCOR MODEL**  
to continuously improve their Supply Chain operations



# Success Story: Private Equity/Chemical: Implementing IBP process

## Client Situation

A private equity firm based in NY acquired and carved out a \$700M specialty chemicals company. Client had three lines of business (LOBs), 12 manufacturing plants, and 3 customer LOBs. Private Equity needed to establish a new integrated business planning (IBP) process in their new portfolio client to improve operations efficiency and effectiveness immediately across and realize top-line and bottom-line savings.

## Approach

MG was contracted as a project manager and supply chain SME, to lead the client project team taking a creative and agile approach to implementing the IBP process. This approach minimized the time spent on assessment and design and allowed the team to quickly implement the new process within a three-month timeframe.

- Conducted a one-week IBP training across sales, operations, and finance leadership team to base line expectations on the new IBP process and align on new guiding principles across key stakeholders
- Set up new IBP 5 step governance process and identified key stakeholders with R&R and key tasks and financial, operational and customer service KPIs to manage the new process
- Developed a one-month pilot for one line of business and 2 manufacturing facilities
- Identified new cross functional initiatives focused on improving customer service levels as well as improve productivity and cash to cash cycle
- Documented lessons learned from first pilot to improve IBP cadence
- Launched second phase role out across the rest line of businesses
- Realized benefits and documented operational and financial improvements against baseline
- Delegated monitoring and managing benefits and results of new initiatives to each functional key leadership

## Results

The project was successful in achieving several key results, including:

- **\$12 million+ in obsolescence inventory savings:** The IBP process helped to identify and reduce excess inventory, which freed up cash flow and reduced storage costs.
- **Readjusted RM & FG safety stock to improve customer service levels:** The IBP process helped to ensure that the company had the right amount of inventory on hand to meet customer demand, which improved customer service levels. New MTS/MTO strategies was segmented based on analyzing. Customer contract and inventory turn over rate.
- **Improved supply chain cycle time-to-customer:** The IBP process helped to optimize logistics and distribution, as well as production cycle times, which reduced the time it took to get products to customers.
- **Reduction of cost-to-customer expedition:** The IBP process helped to identify and reduce more than \$150K in expediting costs, which are the costs associated with getting products to customers quickly when there is a shortage.
- **Improved contracting SLAs with suppliers and customers:** The IBP process helped to improve communication and collaboration with suppliers and customers, which led to better service level agreements (SLAs).
- **Improved production line utilization 20%+, reduction of changeover time:** The IBP process helped to improve production planning and scheduling, which led to increased production line utilization and reduced changeover times.
- **Installed guideline for frozen period:** The IBP process helped to define and establish a clear guideline for the frozen period of 7 days improving planning accuracy and stability.
- **Alignment of sales and production planning to financial projections:** The IBP process helped to align sales and production planning with financial projections, which improved accountability and revenue forecast accuracy.



## Success Story: Private Equity/Pharma assessing IBP process, Cleveland, Ohio

### Client Situation

A private equity firm based in NY, acquired a \$3B Generic Pharma Company based in Toronto, CA. The PE was looking to improve its reporting only IBP process that depleted a lot of resources with no value-add to operating efficiently or improvement in financials planning in a very competitive market. They had a global IBP process across eight finished dose, API sites, and external manufacturing operations. They wanted to assess this process and identify areas for improvement.

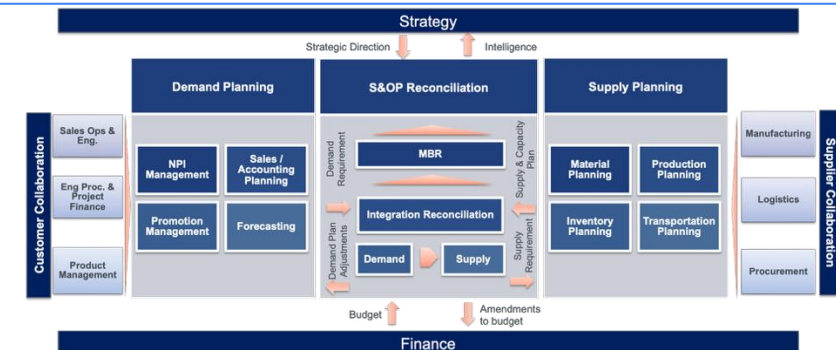
### Approach

MG was contracted as a project manager and supply chain Subject Matter Expert (SME) was to assess a very convoluted Integrated Business Planning (IBP) Process. This process aimed only to gather information that added no value-add, as well as alienated logistics planning and inventory management from better integrating with the organization and was seen as just a cost center.

- Conducted a stakeholder alignment workshop and interviews with key stakeholders who are managing the IBP process to improve their understanding of what the IBP process can unleash, aside from just sharing information.
- Conducted interviews and developed surveys that were filled out by all financial, commercial, Research and Development (R&D), logistics, and manufacturing functional leads to assess the maturity of the elements of IBP from people, data, technology, process, and governance.
- Conducted a data analysis for \$800 million in inventory to identify new savings strategies for their working capital, resulting in more than \$70 million in finished goods (FG) and raw materials (RM) by improving usage, safety stock, and forecast accuracy.
- Conducted a one-week IBP training across the sales, operations, and finance leadership teams to baseline expectations on the new IBP process and align on new guiding principles across key stakeholders.
- Developed a gap analysis based on a maturity model that defined benchmarks and developed a list of recommendations and initiatives that are prioritized based on impact and value realized. I also developed a project charter for each initiative.
- Secured stakeholder buy-in on the assessment report and aligned on next steps

### Results

- Identified \$70 million in potential savings by improving inventory usage, safety stock levels based on customer level requirements and better MTO vs. MTS strategies.
- Improved forecast accuracy by better managing the bullwhip effect of a multilayer forecasts across the business.
- Advised on better integrating planning activities with finance operations and logistics to better improve their landing costs across borders that required significant transportation and distribution cost.
- Navigated through a large organization that inherited a process that has not been revised for many years and challenged given no insight into what are leading practices and how to enable transformation across the organization



Utilized Industry standard framework to drive understanding & establish a mature IBP model across all functions..

# Success Story: Optimizing New Product Portfolio Cost Budget at PepsiCo HQ, Purchase, New York

## Client Situation

PepsiCo, faced the challenge of optimizing its new product portfolio cost budget amidst rising inflationary pressures. The CEO recognized the critical need to align operations expenditure (OPEX) and capital expenditure (CAPEX) investments with the company's strategic goals to mitigate the impact of inflation on margins. This initiative required cross-functional collaboration among various departments including finance, marketing, strategy, and operations to ensure effective decision-making and resource allocation.

## Approach

MG was contracted as a project manager and supply chain Subject Matter Expert (SME) to initiate with the formation of a dedicated cross-functional team consisting of key stakeholders from finance, marketing, strategy, and operations. I was tasked with analyzing the existing product portfolio, identifying cost-saving opportunities, and aligning OPEX and CAPEX investments to support the company's strategic objectives.

- **Assessment of Existing Product Portfolio:** Conducted a comprehensive analysis of PepsiCo's new product portfolio to identify products strategy, assess production costs, and evaluate market demand trends.
- **Collaborative Decision-Making:** Regular meetings were held with representatives from each department to foster collaboration and ensure alignment with the overall business strategy. Input from various stakeholders was incorporated into the decision-making process to enhance buy-in and facilitate implementation.
- **Cost Optimization Strategies:** The team explored various cost optimization strategies, including supply chain efficiencies, production process improvements, and sourcing alternatives, to reduce manufacturing costs without compromising product quality.
- **Alignment of OPEX and CAPEX Investments:** Finance, marketing, and operations leadership collaborated closely to prioritize OPEX and CAPEX investments that would yield the highest return on investment (ROI) and support the company's growth objectives while offsetting the impact of inflation on margins.
- **Business Case Development:** Detailed business cases were developed for each proposed investment, outlining the expected costs, benefits, and ROI metrics to facilitate informed decision-making by senior leadership.

## Results

The collaborative efforts of the cross-functional team led to several key results:

- 1. Cost Savings:** Implementation of cost optimization strategies resulted in significant savings across the production process, enabling PepsiCo to maintain competitive pricing while mitigating the impact of inflation on margins.
  - 2. Strategic Alignment:** OPEX and CAPEX investments were strategically aligned with the company's growth objectives, ensuring that resources were allocated to initiatives with the highest potential for long-term value creation.
  - 3. Improved Decision-Making:** Regular collaboration and data-driven analysis enhanced decision-making processes, enabling PepsiCo to make informed investment decisions that supported its strategic goals.
  - 4. Enhanced Efficiency:** Streamlined operations and improved supply chain efficiencies increased overall operational efficiency, enabling PepsiCo to meet customer demand more effectively and drive profitability.
  - 5. Cross-Functional Collaboration:** The project fostered a culture of cross-functional collaboration within PepsiCo, enabling teams from different departments to work together towards a common goal and drive positive business outcomes.
- Leveraging cross-functional collaboration and data-driven analysis, PepsiCo successfully optimized its new product portfolio cost budget and aligned OPEX and CAPEX investments to offset inflationary pressures, thereby strengthening its competitive position in the market and driving sustainable growth.





# Success Story: Strategic Sourcing Project at Novartis HQ, Basel, Switzerland

## Client Situation

Novartis, a global pharmaceutical company headquartered in Basel, Switzerland, recognized the need to conduct strategic sourcing to reduce costs and enhance supplier relationships. As the Category Lead for Active Pharmaceutical Ingredients (API) at Novartis HQ, I was tasked with leading a strategic sourcing project aimed at realizing significant cost savings while improving supplier relationships and fulfillment terms.

## Approach

MG was contracted as a project manager and procurement Subject Matter Expert (SME) to lead the strategic sourcing project:

- Conducted a comprehensive analysis of Novartis' spending data related to API procurement, which amounted to multi-million-dollar expenditures.
- Utilizing advanced data analytics tools, MG identified areas of potential savings and benchmarked Novartis' procurement practices against industry standards to identify areas for improvement.
- Developed should-cost models to establish negotiation targets with suppliers based on market trends and cost structures. These models allowed to negotiate new terms with suppliers, leveraging our insights into industry benchmarks and cost drivers to secure more favorable pricing and contract terms.
- Implemented robust monitoring mechanisms to track the impact of the negotiated terms on Novartis' bottom line and supplier performance. This involved establishing key performance indicators (KPIs) and regular performance reviews to ensure that the expected cost savings were being realized and that suppliers were meeting their commitments.
- Throughout the project, a key focus was on building and strengthening relationships with suppliers. Adopted a collaborative approach, engaging with suppliers transparently to communicate Novartis' goals and expectations while also understanding their perspectives and constraints. This collaborative approach fostered trust and cooperation, leading to mutually beneficial outcomes for both parties.

## Results

The strategic sourcing project led by the API Category at Novartis HQ in Basel, Switzerland, exemplifies the power of data-driven analysis, collaborative supplier engagement, and strategic negotiation in achieving significant cost savings, improving supplier relationships, and enhancing fulfillment terms for a global pharmaceutical company.

- **\$29 Million in Contract Savings:** By leveraging our analysis of spending data, implementing should-cost models, and negotiating new terms with suppliers, we achieved \$29 million in cost savings for Novartis. These savings significantly contributed to improving the company's profitability and competitiveness in the pharmaceutical market.
- **Improved Supplier Relationships:** Through transparent communication, collaboration, and a focus on mutual benefit, we strengthened relationships with key suppliers. This not only enhanced Novartis' ability to negotiate favorable terms but also positioned the company as a preferred partner for future collaborations and innovations.
- **Enhanced Fulfillment Terms:** As part of the project, we improved fulfillment terms with suppliers, ensuring timely delivery of high-quality API materials. This optimization of fulfillment terms reduced supply chain risks and improved operational efficiency for Novartis.





# Success Story: Optimizing Production and Distribution Expansion for Blue Moose, Denver, Colorado

## Client Situation

PTW Capital, a private equity firm, engaged with a new portfolio client in the (CPG) sector named Blue Moose. Blue Moose received a Costco contract that required the company to expand its operations to meet 3x growing market demand while ensuring efficiency and scalability. PTW Capital recognized the potential for significant growth in Blue Moose's market share but understood the necessity of optimizing its production and distribution processes to achieve this growth sustainably.

## Approach

MG was contracted as a project manager and supply chain Subject Matter Expert (SME) to lead the expansion project to address the challenges faced by Blue Moose. PTW Capital collaborated closely with the company's management team and key stakeholders to devise a comprehensive approach:

- **Assessment:** Conducted a thorough assessment of Blue Moose's current production line and distribution network to identify bottlenecks, inefficiencies, and areas for improvement.
- **Strategy Development:** Developed a strategic plan in collaboration with Blue Moose's management team to streamline production processes and optimize distribution channels. This involved identifying opportunities for automation, enhancing supply chain management, and implementing best practices in production and distribution.
- **Investment:** PTW Capital provided the necessary financial resources to support Blue Moose's expansion initiatives, including investments in upgrading production equipment, expanding manufacturing facilities, and enhancing distribution infrastructure.
- **Implementation:** Worked closely with Blue Moose's team to implement the proposed strategies and improvements. This involved negotiating their procurement and logistics contracts, reconfiguring production layouts, outsource their pasteurization process and optimize their warehouse facility throughput

## Results

The project effort resulted in empowering decision making for investment and significant improvements across various aspects of the business:

- **Production Capacity Increase:** Through strategic investments in production equipment and facility expansion, Blue Moose was able to increase its production capacity by 3 times. This expansion allowed the company to meet growing market demand and capitalize on new business opportunities.
- **Efficiency Gains:** By streamlining production processes and implementing automation technologies, Blue Moose achieved notable efficiency gains, reducing production lead times and minimizing waste.
- **Distribution Network Optimization:** The optimization of Blue Moose's distribution network led to improved logistics efficiency, reduced transportation costs, and faster delivery times to customers. This resulted in enhanced customer satisfaction and loyalty.
- **Revenue Growth:** As a result of the increased production capacity, improved efficiency, and optimized distribution network, Blue Moose experienced substantial revenue growth, solidifying its position as a market leader in the CPG sector.
- **Strategic Partnership:** The successful collaboration between Costco and Blue Moose established a strong strategic partnership, laying the foundation for continued growth and success in the future.



## Success Story: Establishing the PMO Playbook for MCIT's Vision 2030 Initiatives, Riyadh, KSA

### Client Situation

The Ministry of Communications and Information Technology (MCIT) embarked on a transformative journey to realize the ambitious Vision 2030 initiatives aimed at modernizing the nation's technological infrastructure and digital capabilities. With numerous projects and initiatives planned across various government agencies, there arose a critical need for a standardized Project Management Office (PMO) framework to ensure effective governance, coordination, and execution.

To address this challenge, MG contracted with Strategy&/PWC to lead the establishment of a comprehensive PMO playbook tailored to the specific needs and complexities of managing Vision 2030 initiatives.

### Approach

MG was contracted as a project manager and PMO Subject Matter Expert (SME) to develop a meticulous approach was developed to create a PMO playbook, which encompassed the following key steps:

- **Assessment and Analysis:** Conducted a thorough assessment of the existing project management practices and frameworks within MCIT and across the participating government agencies to identify gaps, challenges, and best practices.
- **Stakeholder Engagement:** Engaged key stakeholders, including senior leadership, project managers, and subject matter experts from MCIT and other relevant government agencies, to gain insights into their specific requirements, expectations, and challenges related to project management.
- **Customization and Standardization:** Leveraged MG deep industry knowledge and project management experience to customize and standardize the PMO playbook, ensuring alignment with MCIT's strategic objectives and Vision 2030 goals. This involved defining governance structures, project management methodologies, performance metrics, and reporting mechanisms tailored to the unique needs of government agencies.
- **Capacity Building:** Developed comprehensive training programs and workshops to build the capacity and capabilities of project managers and PMO teams across the seven government agencies, equipping them with the necessary tools, skills, and knowledge to effectively implement the PMO playbook.

### Results

The collaborative effort between MCIT and MG/Strategy& in establishing the PMO playbook exemplifies a successful partnership in driving organizational transformation and achieving strategic objectives, ultimately contributing to the realization of Vision 2030 goals and positioning the nation for sustainable growth and development in the digital era. The project yielded significant outcomes and key results:

- **Streamlined Governance:** The PMO playbook provided a standardized governance framework that enabled seamless coordination and alignment of Vision 2030 initiatives across seven government agencies, ensuring clear roles, responsibilities, and decision-making processes.
- **Enhanced Efficiency:** By implementing consistent project management standards and methodologies outlined in the playbook, MCIT and other government agencies experienced improved project planning, execution, and monitoring capabilities, leading to enhanced efficiency and delivery of projects within stipulated timelines and budgets.
- **Improved Collaboration:** The PMO playbook facilitated enhanced collaboration and communication among stakeholders, fostering a culture of transparency, accountability, and teamwork essential for the successful execution of complex multi-agency initiatives.
- **Capacity Building:** The comprehensive training programs and workshops conducted as part of the PMO playbook implementation empowered project managers and PMO teams with the requisite skills and knowledge to effectively navigate the complexities of managing Vision 2030 initiatives, thereby strengthening organizational capabilities and readiness for future challenges.



## Success Story: Teaching Faculty for the International Defense Procurement Program at the U.S. Navy Postgraduate School, Monterrey, CA

### Client Situation

The U.S. Navy Postgraduate School (NPS) recognized the need to bolster its curriculum in Foreign Military Sales (FMS) and Defense Contracting Services (DCS) to better serve international defense personnel. With an increasing demand for specialized knowledge in these areas due to evolving global security challenges, NPS sought to enhance its educational offerings to meet the needs of international defense professionals.

### Approach

MG was contracted, as a Defense procurement Subject Matter Expert and an experienced faculty member, to lead this initiative. MG's extensive background in procurement contracting and international defense provided the necessary expertise to design and teach comprehensive courses in FMS and DCS procurement contracting for international defense personnel.

- **Curriculum Design:** MG collaborated with NPS to develop a cutting-edge curriculum tailored to the specific needs and challenges faced by international defense practitioners. The curriculum encompassed a wide range of topics including legal frameworks, negotiation strategies, risk management, and compliance requirements in FMS and DCS procurement.
- **Teaching Methodology:** MG employed innovative teaching methodologies including case studies, simulations, guest lectures from industry experts, and real-world examples to enhance the learning experience and provide practical insights into complex procurement processes.
- **Engagement with International Defense Community:** MG actively engaged with international defense communities to understand their unique perspectives and challenges in procurement contracting. This collaboration facilitated the customization of course content to address specific country requirements and fostered a global network of defense professionals.

### Results

MG's leadership as the faculty lead for FMS and DCS procurement contracting courses at NPS significantly contributed to advancing international defense education and strengthening collaboration among global defense communities. The implementation of MG's curriculum and teaching approach yielded significant results:

- **Enhanced Skillsets:** Graduates of the FMS and DCS procurement contracting courses reported a substantial improvement in their understanding of international defense procurement processes and their ability to navigate complex contractual environments.
- **Increased Engagement:** The courses attracted a diverse cohort of international defense professionals, fostering vibrant discussions and knowledge exchange among participants from different countries and backgrounds.
- **Positive Feedback:** Students consistently provided positive feedback on the relevance, depth, and practical applicability of the course content, highlighting MG's effective teaching methodologies and real-world insights.
- **Strengthened Partnerships:** The success of the courses enhanced NPS's reputation as a premier institution for international defense education and fostered stronger partnerships with allied nations in the field of defense procurement.

# Our Client Portfolio

Our founder's experience is the base of our breadth of expertise across industries. We continue to develop more partners that brings true value to our portfolio of services

## Consumer Product Goods, Retail & Airline



## Chemicals & Utilities



## Private Equity



## Oil & Gas & Building Materials



## Pharma and Healthcare



## US DoD & Federal Governments



## TESTIMONIALS

"Worked closely with Mohannad during our transformation journey and blueprint, great leadership, deep understanding for costumer needs, right balance between strategic and execution, great End to End thinking. Pleasure working with Mohannad.."

Sherif Riad, CSCO, Krispy Kreme

"Mohannad helped redefine processes & procedures to the company's benefit. Mohannad is a business-savvy professional with great analytical skills and the ability to drive home a major project within the scheduled timeline..

I highly recommend Mohannad for his work and expertise - he is a great communicator, a well-versed business consultant and a pleasure to work with; he is an asset to any organization. "

Greg Hahn, Director Dow-Sadara

"Mohannad is a personable individual that gets on well with those around him. He is focused and dedicated to producing his very best at all times. During our business relationship (Strategy - Operations Supply Chain & Procurement) , he has shown that he is able to deal with uncertainty and dislocation while providing great insights and innovative solutions. I recommend him highly – he will not let you down!."

Zakaria Dahkoun, SVP- Mondelez International

# Our Key Partners

MG Operations & Strategy Partners works closely with our global network to provide joint solutions and hare talents to best s erve our client mission

## Technology & Blockchain Partner

JOHN GALT

 **Replan**  
Planning Redefined

DigitalT3



 vinder

## M&A Advisory Partners

 TRIVISTA

 **Global  
PMI Partners**

 **QIMA SOLUTIONS**  
VALUE - DRIVEN BUSINESS

## Sourcing & Procurement Advisory Partners

**Maine Pointe**  
Total Value Optimization • Guaranteed™  
A member of the SGS Group

## Top Tier MBB Talent & Resource Partners

 **UMBREX**

**ECA**

**ALUMNI  
NETWORK**  


## TESTIMONIALS

“I have been interacting with Mohannad for the last few years and have known him to be a passionate, smart and diligent executive who is focused on bringing business value to his clients. At Cognizant, he created an outstanding supply chain consulting blueprint and playbook that is still used today by our broader consulting teams. He is also a fantastic thinker and a great client facing professional that is widely trusted by his peers and his clients. I highly recommend Mohannad, and I look forward to working with him in the future..”

Sean Heshmat ,GGM Data & AI Head, Cognizant

“Mohannad is a brilliant strategist with global expertise in supply chains, particularly in integrating IT applications. I've been impressed with his ability to quickly grasp the scope of a problem and create a project team to execute a robust solution..”

Joni Holeman, VP of Education at APICS & CoFounder of Supply Chain Mavens

“I worked with Mohannad in a Supply Chain project for a major Mexican multi-national company. Throughout our collaboration, Mohannad demonstrated to be a valuable executive, who has a deep knowledge of Supply Chain and excellent management skills. He is able to develop easily client relationships based on trust and knowledge. Mohannad has strict quality standards on his work, adding value on all his activities and deliverables..”

Jorge Ampudia, Managing Director, Accenture



We look forward to scale up our advisory team every year as we grow our footprint with our clients to build a sustainable business. Our vision is to bring on board “the right people on the bus” that have the leadership attributes to drive forward our ambitions and business







## Our Contacts



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