



SUPPLY CHAIN MANAGEMENT AS A SERVICE (SCMaaS)

**CASE STUDY: FROM SOLE-SOURCE
EXPOSURE TO DEAL CONFIDENCE: SUPPLY
CHAIN DUE DILIGENCE FOR A
HIGH-GROWTH ACQUISITION**



ABC | Group
Asian Business Consultants

THE CHALLENGE

A private equity-owned consumer goods company was preparing to acquire a high-growth brand manufactured exclusively in Southeast Asia, with suppliers spanning multiple commodities across China and Vietnam. The acquisition thesis was straightforward: leverage the acquirer's established sales and distribution capabilities to bring dramatically greater reach to the target brand.

The risk sat beneath the surface. The target operated with a small, lean team focused on product development, sales, and marketing – with little supply chain or operations experience in-house. Nearly every critical SKU was sole sourced, and production was concentrated with a single overseas assembler.

Before closing, the acquirer needed independent answers to three questions: Could the target's supply chain support the growth targets underlying the deal? Were there hidden risks that could materially impact the broader strategy? And did the target's current costing reflect true market pricing across key commodities?

With a deal timeline to hold and no sourcing presence of its own in-region, the Client engaged The ABC Group's Supply Chain Management as a Service (SCMaaS) model – gaining immediate access to a qualified, on-the-ground team in both China and Vietnam without the cost or delay of building one internally.



OUR APPROACH

▶ 01 – PRICE BENCHMARKING

The ABC Group structured a three-month due diligence program around three workstreams: benchmark pricing competitiveness, assess supply chain capacity against growth targets, and assess risk to continuity of operations. On-the-ground personnel in China and Vietnam re-sourced every critical commodity to independently validate the target's current costing.

▶ 02 – AUDITS & CAPACITY

Our team conducted facility audits at critical suppliers and assessments of key sub-suppliers, building upstream visibility into capacity and concentration risk. At the target's critical foreign assembler, we performed an onsite audit, process flow review, and full capacity study – including CapEx plans, management structure, and the track record onboarding new personnel at scale.

▶ 03 – REGIONAL ALTERNATIVES

Beyond auditing the incumbent assembler, we qualified regional alternatives across five additional markets, with increased focus on industry compliance and operational sophistication. This gave the acquirer credible optionality: a vetted path to reduce sole-source dependency and strengthen supply chain resilience from day one of ownership.



VALUE CREATED

IMMEDIATE ACCESS

Qualified on-the-ground team in place to complete due diligence within the deal timeline

COST VALIDATED

Underlying cost parameters critical to the acquisition independently confirmed

DE-RISKING PATHWAY

Regional alternatives qualified across five markets create a roadmap to further de-risk the supply chain

DEAL CONFIDENCE

Client proceeded knowing the supply chain could support strategic growth requirements

Through a disciplined, three-workstream diligence program, The ABC Group gave the Client the independent view it needed to proceed with conviction — on the timeline the deal demanded.

Our capacity study validated that the target's critical supplier could support the growth targets underlying the acquisition, while surfacing moderate-risk production bottlenecks for proactive management rather than post-close surprises.

Re-sourcing across every critical commodity independently confirmed the underlying cost parameters critical to the acquisition — establishing a true market baseline and meaningful leverage with the incumbent supply base.

Qualification of alternative suppliers across five additional markets — screened for industry compliance and operational sophistication — created a pathway to further de-risk the supply chain at both the supplier and regional level.

The Client proceeded with the acquisition knowing the target's supply chain could support its strategic growth requirements, with full end-to-end visibility into operations.

Beyond the transaction itself, the engagement positioned the acquirer to integrate the target on a foundation of verified supply chain intelligence rather than assumption. With The ABC Group already established on the ground in both China and Vietnam, the Client retained a ready partner to execute the de-risking roadmap and manage supplier performance well past close.



ABC | Group
Asian Business Consultants

US HEADQUARTERS

Milwaukee, WI

GLOBAL LOCATIONS

CHINA

Guangzhou

Shanghai

INDIA

Mumbai

VIETNAM

Ho Chi Minh City

THEABCGRUPLLC.COM