Consulting Proposal

Enterprise Operating Model Redesign for a Global Industrials Group

Executive Summary

Our client, a Fortune 500 industrials group operating across 23 markets, is preparing to consolidate three regional business units into a single global platform. We propose a 16-week engagement to design the future-state operating model, sequence the integration, and de-risk the first 100 days of execution. Expected impact: 12–18% reduction in run-rate SG&A; and a unified commercial motion across regions.

Approach: Three Waves

Wave	Focus	Duration	Key Deliverables
1. Diagnose	Current-state map, value pools, capability gaps	Weeks 1–4	Heat map; baseline P&L; benchmark pack
2. Design	Target operating model, governance, talent model	Weeks 5–10	TOM blueprint; org design; RACI
3. Mobilize	Day-1 readiness, change plan, KPI tree	Weeks 11–16	100-day plan; transition office charter

Team

Engagement Partner (40%), Associate Partner (60%), Engagement Manager (100%), two Senior Associates (100%), and a Knowledge Specialist (20%). Subject-matter advisors drawn from our Industrials, Operations, and Org Practice rosters.

Investment & Milestones

Milestone	Week	Fees (USD)
Diagnostic readout	4	$420,000
TOM design approval	10	$560,000
Day-1 readiness gate	16	$340,000
Total		**$1,320,000**

Submitted by Cardinal Point Advisors · Confidential draft