



EFFECTIVE SOLUTIONS CONSULTING

Procurement, Sourcing, and Supplier Support for Prime Contractors and GovCon Teams

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Michigan-based advisory support for procurement, suppliers, sourcing, and operational execution.

CORE CAPABILITIES

- Strategic sourcing and supplier market scans
- Supplier qualification support and comparison matrices
- Cost analysis, quote evaluation, and negotiation preparation
- Supplier continuity, risk, and readiness assessment
- Domestic sourcing and localization support
- Procurement trackers, reporting, and workflow documentation

WHERE WE FIT BEST

- Prime contractors needing procurement bench strength on a program or workstream
- Teams needing sourcing, supplier, cost, or documentation support
- Programs working through localization, supplier transition, or disruption risk
- Proposal and execution teams that need strong supply-side analysis

REPRESENTATIVE RESULTS

- \$500M+ in purchasing and vendor budgets overseen across complex supply bases
- \$15M in annual cost savings delivered through strategic sourcing and negotiation
- \$5.8M in new program savings executed across teams and suppliers
- 20+ years translating between program teams, operations, procurement, and suppliers
- Track record of supplier improvement, cost reduction, and risk mitigation in manufacturing environments

WHY ESC

- Senior procurement capability, not generic administrative support
- Strong supplier, sourcing, and manufacturing depth
- Can support capture-to-execution handoff with disciplined work products
- Structured deliverables with clear ownership, follow-through, and reporting

COMMON SUPPORT ROLES

- Supplier and market research packages
- RFQ support and supplier comparison matrices
- Cost breakdowns and negotiation prep
- Supplier readiness and risk dashboards
- Procurement workstream management support
- Documentation packages for sourcing decisions

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