

MANUFACTURING CASE STUDY

UNLOCKING \$45M IN SAVINGS FOR A MULTIBILLION-DOLLAR SPORTING GOODS MANUFACTURER

As a legacy leader in its category, this multibillion-dollar sporting goods manufacturer recognized a critical need to modernize and unify its procurement operations. With multiple business units operating independently — and with siloed marketing strategies, supply chains, and supplier ecosystems — the opportunity to drive efficiency, cost savings, and operational alignment was substantial.

To meet that need, the company partnered with LogicSource to design and implement a centralized procurement function that still respected the decentralized nature of the business. The result was a balanced model that introduced:



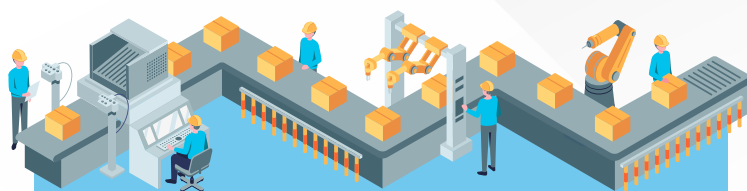
Best-in-class sourcing governance



Tighter spend controls



**Consistent procurement processes
across all business units**



INDUSTRY

Sporting Equipment
Manufacturer

ESTIMATED REVENUE

\$2.5B+

ADDRESSABLE SPEND

~\$700MM

SUPPLIER COUNT

~3,000+

Through this partnership, LogicSource will deliver more than \$45MM in total net value to the organization over the life of the agreement, transforming procurement into a strategic, value-generating function across the enterprise.



CLIENT PROCUREMENT CHALLENGES



Siloed Business Units, Fragmented Spend: Each of the company's business units (Clubs, Balls, Apparel, Shoes), operated with its own procurement structure and marketing strategy. Shared suppliers, redundant inventory, and missed synergies led to inefficiencies and spend leakage.



Lack of Strategic Sourcing Infrastructure: The company lacked formal category management, a unified procurement brand, and scalable sourcing processes — especially in indirect spend. Source-to-Pay processes were manual and inconsistent, increasing approval friction and reducing visibility.



Minimal Governance and Policy Control: Procurement lacked centralized governance, leaving the business vulnerable to rogue spend and disjointed supplier contracts. Source-to-Pay platforms were underutilized and unevenly rolled out.

THE LOGICSOURCE SOLUTION



Centralized Procurement Function: LogicSource built a governance-backed procurement structure that bridged silos and established sourcing as a center of excellence, empowering category owners while unifying sourcing strategy and policy.



Dedicated Resources Across Business Units: Four full-time LogicSource team members now support the company's procurement transformation daily, backed by 28 scalable shared resources and deep category expertise across IT, Marketing, Packaging, Logistics, and more.



Data-Driven Insights & Tech Deployment: LogicSource's OneMarket® technology suite was rolled out to provide a single source of truth for indirect spend. Enabling the client to automate critical workflows and processes, thereby advancing procurement maturity.



Aggregate Spend Leverage: By aligning procurement across business units, LogicSource enabled Acushnet to buy bigger — leveraging LogicSource's \$180B in spend intelligence and supplier ecosystem for better rates and contract terms.

OUTCOMES & STRATEGIC VALUE



\$45MM+ in total net value committed over multi-year engagement



Year 1:
Focus on commercial savings



Year 2:
Operational transformation and governance optimization



Category breakthroughs:
Shared insights on Digital Asset Management, redundant supplier contracts, inventory efficiencies



Trusted advisor role:
Facilitated stakeholder alignment across historically siloed teams

Get in touch with us to find out more, or schedule your free assessment with us [here](#).

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