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Email: triaconsultingus@gmail.com

Web: triaconsultingus.com

 [Find us on LinkedIn](#)

Capability Statement

Who We Are

TRIA is a women owned, supply chain advisory firm with 25+ years of expertise in business optimization, strategic procurement, operations and supplier management. We transform businesses to become operationally efficient and cost competitive to thrive in today's complex supply chain landscape.

Core Competencies

- **Business Strategy:** Scalable strategies aligned with industry demands.
- **Supply Chain Optimization:** Streamlined processes for greater agility and longevity.
- **Sourcing & Negotiation:** Expertise in RFx, e-auctions, and cost-saving contracting.
- **Contracts & Compliance:** Advisory on terms, benchmarking, and KPI execution.
- **Cost & Benchmarking:** Data-driven market insights for efficiency and savings.
- **Supplier Management:** Strengthening relationships for performance, collaboration and growth.
- **Sustainability & Diversity:** Advancing resilient and inclusive supply chains.

Differentiators

TRIA offers unmatched expertise across a number of industries. Our diverse backgrounds—law, engineering, business, and manufacturing—bring strategic insights and unique problem solving approaches to power real-world execution.

- **Vast Industry Knowledge:** From semiconductor to manufacturing, and sales/marketing to automation technology, our experience is extensive and varied.
- **Strategic and Tactical Acumen:** Having navigated both sides of the negotiation table, we possess a profound understanding of market intelligence, cost optimization strategies, best in class processes and risk management.
- **Proven Results:** We bring deep industry relationships and a vast network of partners to build best-in-class business processes and industry-leading strategies that suit your business.

We don't just advise, we drive results with real-world industry expertise.

Commercial Experience

Supplier Engagement & Performance Optimization

TRIA has developed and managed high-performing supplier relationships by driving negotiations that resulted in substantial savings—up to \$13M annually. Our rigorous approach to collaborative supplier relationships and long term goal setting ensures alignment with performance targets and strategic business initiatives.

Change & Innovation in Procurement

We are innovators. By implementing industry-leading procurement strategies, such as innovative e-auctions, sustainability focused initiatives, and dynamic demand forecasting, we apply predictive analytics to adapt seamlessly to market conditions. These practices ensure high-value outcomes and maximize ROI for our clients while maintaining the highest standards of operational excellence.

Program & Strategy Management

We have implemented large-scale programs, such as diversified supplier strategies, global talent retention initiatives and marketing measurement initiatives that directly contributed to growth. The team has led next-generation activities for large scale factory buildouts and managed global digital transformation delivering enterprise optimization.