

Shane's ability to implement lean principles, drive cost efficiencies, and enhance operational agility makes him a critical driver of operational transformation for private equity firms and their portfolio companies.



Shane Malenfant

Ops & Supply Chain, ETONIEN

Shane Malenfant is a seasoned operations executive with deep expertise in supply chain optimization, lean manufacturing, and business transformation for private equity portfolio companies. As a certified Lean Black Belt, he has a proven track record of driving operational efficiency, maximizing profitability, and creating scalable growth across manufacturing, distribution, and direct-to-consumer sectors.

Shane partners with private equity firms to optimize investments by aligning portfolio companies with strategic objectives, mitigating risks, and driving long-term value creation. His data-driven approach, combined with strategic execution and lean methodologies, ensures sustainable performance improvements and measurable financial impact.

Tactical Experience

Manufacturing Capacity Optimization:

- Led a Kaizen workshop at a medical device manufacturing facility, increasing production line capacity by 23% while reducing product defects and scrap by 8%.
- Delivered \$122,000 in raw material savings and optimized workforce allocation, enhancing production without additional capital expenditures.
- Implemented a 50-day sustainment plan to institutionalize improvements and maintain efficiency gains.

Inventory & Supply Chain Optimization:

- Spearheaded a \$40M+ savings initiative for a direct-to-consumer e-commerce company by streamlining inventory management and supply chain operations.
- Reduced network inventory on hand by 20% YoY, improved gross profit by \$14M, and negotiated 3PL contracts, achieving a \$26.3M OpEx reduction while maintaining customer lead times and satisfaction.

A Lean and Systems expert, Shane specializes in deploying Standard Work and Value Stream Mapping in core operations and has detailed expertise in ERP systems (Oracle Netsuite & SAP S4 Hana), WMS, and project management tools to optimize efficiency and decision-making. Prior to joining ETONIEN, his leadership has driven significant operational improvements across multiple organizations:

Peloton Interactive Led a team that reduced P&L impact by \$14.5M, improved inventory accuracy by 30%, and cut monthly close time by 46%.

Envista Corporation (Formerly Danaher Dental)

Facilitated 50+ Kaizen events, driving improvements in safety, productivity, and on-time delivery.

Danaher Corporation Completed the BOLD Program, strengthening expertise in lean operations and associate engagement for private equity alignment.

ETONIEN is the force multiplier behind portfolio company success. *Work with us.*

To discuss our full range of capabilities, please contact:

Dave Haslam

Dave.Haslam@ETONIEN.com

ETONIEN.com