



# Pipes to Progress

Our client is an iron pipe manufacturing company. Their revenues have been stagnant, and they're seeking ways to increase growth. What approach would you suggest?

CASE TYPE  
Growth

COMPANY NAME  
Kearney

DIFFICULTY LEVEL  
★ ★ ★

# Pipes to Progress

## Forge Ahead with Pipes

### Problem Statement

Our client is an iron pipe manufacturing company. Their revenues have been stagnant, and they're seeking ways to increase growth. What approach would you suggest?

## Case Overview

### CASE TYPE

Growth Case

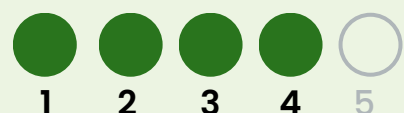
### COMPANY NAME

Kearney

### ROUND

Partner Round

### DIFFICULTY



### CLARIFYING QUESTIONS ASKED

Where exactly the company is located?  
How many competitors does the company have, and what is their market share?

Contribution of each product to the company's revenue?  
What was exactly the problem with the revenue?

## Case Approach

