

Sample Results Delivered

Organisation: Multi-site UK manufacturer of subsea products

- The Challenge: Poor supply chain management capability impacting customer satisfaction and business growth, with on-time delivery at less than 60% and significant order backlog
- Key Improvement Actions:
 - Reviewed and assessed end-to-end value chain and identified 'pinch-points'
 - Implemented best-practice Sales & Operations Planning; Materials Management; and Purchasing disciplines
 - Coached functional managers to improve leadership effectiveness; introduced new Supply Chain board director role and inducted appointee
- **Key Results**:
 - ✓ Significantly improved supply chain management capability and organisational culture
 - ✓ On-time delivery increased by 24% and overdue orders reduced by 89%

Organisation: Global telecoms organisation with disparate regional business units worldwide

- The Challenge: Existing Supply Chain footprint unmatched to new outsourced manufacturing business model
- Key Improvement Actions:
 - Reviewed and benchmarked global supply chain network and distribution management
 - Developed functional strategy and created integrated supply chain logistics infrastructure and organisation
 - Harmonised and optimised freight purchasing and global distribution network
- **Key Results**:
 - ✓ Streamlined global supply chain network with unified organisation and integrated management and operational control
 - ✓ Operational cost efficiency improved by 6.2%

Organisation: Manufacturer of printing & packaging products and accessories

- The Challenge: Dismal control of stock and WIP inventory impacting production output and working capital efficiency
- Key Improvement Actions:
 - Developed and implemented Materials Management and Production Planning & Control procedures to align demand management; purchasing; materials flow; and inventory control
 - Coached and educated key personnel and shopfloor operators on best-practice materials management
- **Key Results**:
 - ✓ Stock losses reduced by 40% and production output-to-schedule optimised
 - ✓ Enhanced supply chain management competency of operations personnel