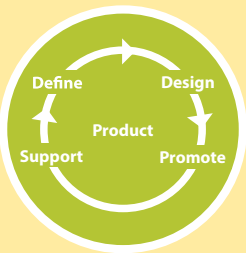
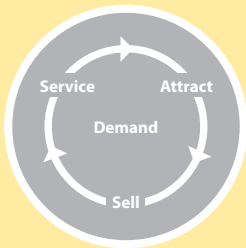




Advisory Supply Chain Optimisation



Our supply chain strategy, design and optimisation engagements span the whole spectrum of fully integrated value chains. Not only does this lead to clients forming a better understanding of their own businesses, it also provides insight and direction to all role players and processes within their network.

Our service offerings are poised to create sustainable business benefit for our customers by designing, building and optimising supply chains to be efficient, innovative and competitive. Our Supply Chain optimisation services draw on analytical expertise and practical implementation experience to help our clients in every stage of their improvement journey from initial analysis to solution design, decision support, implementation and subsequent sustainability phases. Our projects are tailored for the key business attributes relevant to asset-centric, service-centric or consumer-centric organisations. We research, even develop, local benchmarks and good practices, but always with practicality and suitability in mind.

Our Clients become Leaders at Achieving and Sustaining Business Excellence

MARKET TRANSFORMATION

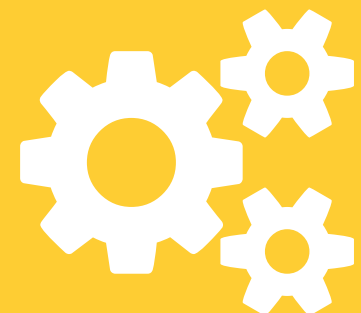
Define optimal SC strategies to respond to market related challenges (route to market)
 Model and design SC networks to execute the SC strategy and meet performance requirements
 Meet customer service requirements through implementation of appropriate SC philosophies and operations
 Improve supply and demand synchronisation through integrated planning process
 Decision support modelling to inform marketing strategy and tactics.

OPERATIONS TRANSFORMATION

Design fit-for-purpose fleets and facilities
 Model and design SC networks to give effect to business operations and aspirations
 Improve service levels, reduce cost to serve and improve inventory profile through integrated business processes to drive and embed improvement
 Optimise inventory investment through statistical analysis and modelling.
 Ensure optimal supply chain execution according to single plan, make and deliver function.

FINANCIAL TRANSFORMATION

Cost-to-serve modelling
 Operations cost analysis and cost reduction strategy
 Transport and facility asset optimisation (right sourcing)
 Physical asset audits
 Strategies to optimise inventory investments
 Business case development and financial modelling procurements and spend analysis, sourcing strategy.



An effective supply chain requires more than a combination of people, process and technology and infrastructure.

We believe these elements should be purposefully combined and specifically aligned to drive business improvement across the end-to-end value chain.

Our pragmatic design and optimisation approach delivers value and enables growth across all client industries.

Key Differentiators

Reduced costs through rate negotiations and appropriate contracting of transporter and other distribution service providers.

Detailed planning ensures optimal total cost benefits.

Managed activities ensure proper plan execution and resolution of plan deviations.

Improved quality of service from operations through to system data.

Standardisation and simplification of operations, providing a reliable service.

Visibility and measurement of the following planned and executed activities:

- Performance adherence to plan
- Accounting (system generated auditing vs. transporter invoicing driven by actual activities)
- Exceptions (setting rules relevant to every environment to identify and manage deviations)
- Pro-active management of events (incidents).

Reduced carbon footprint and accurate carbon footprint reporting.

Extensive real life operational experience

We make business better through:

NETWORK DESIGN

Network design evaluates the physical supply chain network, creating models and scenarios to best reduce cost, increase market penetration, increase service levels and so forth.

TRANSPORT MODELLING

This offering determines the most optimal transport configuration to meet the specific objectives given the industry dynamics and specific requirements. This includes routing options, fleet size, fleet mix and evaluating the cost of insourcing versus outsourcing.

SALES AND OPERATIONS PLANNING / INTEGRATED BUSINESS PLANNING

S&OP planning is a collaborative process to agree an optimal consensus plan for business operations. S&OP aims to profitably synchronise market demand with all elements of supply (procurement, production, movement, sales, inventory/facility operations.)

INVENTORY DESIGN

Inventory design balances the ability to meet demand with inventory investment in light of unforeseen supply/demand variability, supply chain upsets and known demand or supply surges.

ROUGH CUT CAPACITY PLANNING

RCCP is long-term capacity planning used by marketing and operations to balance the required and available capacity in order to plan for required expansions and potential network changes.

KPI'S AND VISIBILITY

Determining the appropriate performance measures to drive the desired behaviour in a company's supply chain and provide information to activate corrective intervention.

INTERNATIONAL LOGISTICS

Designing and/or improving international logistics operations as part of global SC network. This includes alignment of trading terms, shipping, landside operations, cross border transport, clearing and forwarding, bond stores, consolidation etc.

BUSINESS PROFITABILITY MODELLING

Cost-to-Serve is a process-driven analysis to calculate the profitability of a product and/or customer account, based on the actual business activities and overhead costs incurred.

ROUTE TO MARKET/CONSUMER

The objective of route-to-market offering is to support businesses in defining the most effective channel to service a differentiated customer base through a distributed supply network.

PROCESS AND OPERATIONS IMPROVEMENT

Process & Operations Improvement follows a structured approach to modelling business activity, clarifying, roles, responsibilities, controls and enabling mechanisms. It could make use of methodologies and frameworks such as Total Quality Management, Lean, Six Sigma and SCOR.

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