



Today's business environment demands ever-increasing business agility and efficiency.

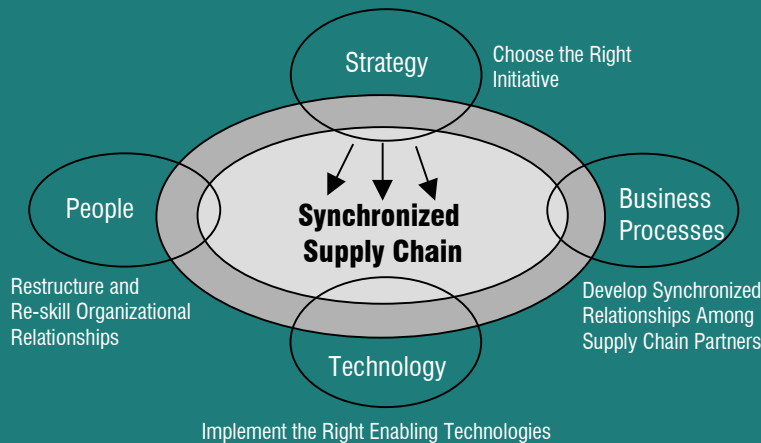
Supply chain managers achieve this by heightening your ability to respond quickly to customer demand while reducing operating cost. Greater customer satisfaction and shorter channel response times are difficult to achieve—Almost 50% of all SCM projects are completed late, over budget, and fail to completely meet corporate expectation. But for those who deliver the right product in a timely fashion, increased market share is the reward.

SBR offers full supply chain support or spot-resourcing at any level of activity.

How SBR can help—

1. **FASTER-TIME-TO-MARKET.** "Quickened" product development and distribution without compromising product quality.
2. **INCREASED CUSTOMER SATISFACTION.** Greater ability to control and customize product and anticipate delivery.
3. **REDUCED COST OF SALES/COS.** Greater process automation frees support staff to work on higher value-add activity.
4. **LOWER PURCHASING COST.** Less admin (paper orders, expediting/receiving) focuses staff on strategic issues such as negotiation and business development.
5. **REDUCED INVENTORY LEVELS.** Stockpiles of product within the supply chain for "just-in-case" events are minimized. Inventory becomes a leveragable asset.

Synchronizing to Sustain Advantage—



Supply Chain Facts—

- 40% AAGR in sales revenue of SCM and related software.
 - 15% of annual sales revenue is typically spent on SCM systems.
 - e-Commerce B2B transactions are now estimated @ \$20-30B per year. This will hit \$850B in 2002.
 - Only 54% of all companies monitor the performance of their supply chain activities.
- *SCM activities most frequently supported by IT are—*
- 87% Inventory control
 - 78% Order processing
 - 77% Purchasing
 - 73% EDI
 - 50% Inventory planning & forecasting



Inventory Management



- Inventory planning
- Order fulfillment and queuing
- Reverse logistics
- Data mining and profiling

Transportation



- Supply chain mapping
- Network/facilities optimization
- Fleet management
- 3PL—sourcing, negotiation support
- Logistics

Distribution



- Strategy
- Benchmarking operating models
- Warehouse and fleet management software
- Performance management

Procurement and Sourcing



- Vendor identification, selection and rationalization
- Negotiation support and RFP prep
- Process rationalization
- Strategic sourcing and alliances

Product Development and Portfolio Management



- Product strategy, benchmarking, commercialization
- Design and development chain management
- Feasibility studies—technical, legal, market, business case
- Architecture standardization, regulatory compliance
- Skunk works and select design engineering for breakthrough
- Component acquisition and licensing
- Financing

Enterprise Design



- Process and functional synchronization
- Supply chain optimization
- Enterprise architecture
- Customer service improvement
- Call centre audit
- e-store construction

SBR Capabilities



- Over 20 years experience across all sectors
- Experience—Ph.D's and multi-degreed staff
- Responsive, quick turnaround
- Transparent costing and tasking heighten project returns
- Well-suited to smaller engagements (under \$35K)
- Qualitative description and high-end quantitative description
- Outsourced services and staff backfilling
- Full supply chain support—from strategy and VCA, to space optimization and freight cost reduction, ISO-based P&P
- Multidisciplinary offerings include—data mining, process and industrial engineering, TQC/TQM, financial analysis, hybrid legal services.

