



SUPPLY CHAIN CONSULTING - PANAMA -

A HOLISTIC APPROACH TO SUSTAINABILITY-DRIVEN SOLUTIONS

- COMPETITION TODAY IS NOT BETWEEN COMPANIES BUT BETWEEN SUPPLY CHAINS -

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Thank You!

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SUPPLY CHAIN CONSULTING

Supply chains today are increasingly interconnected, complex and global with many entities working in unison to source, convert and deliver products to customers.

Resilient supply chains help companies respond swiftly and effectively to disruptions of any kind minimizing negative impacts on revenues, costs and customers.

We help companies create and manage high-performing, resilient supply chains that drive sustained, profitable growth, even in the face of sudden, dramatic change.

How do we do it ?



OUR SIX SIGMA APPROACH (DMAIC)

We explore your end-to-end supply chain to determine improvement opportunities based on your vision, mission, and goals using Six Sigma. We will

- D** **Define** the business problem, goal, resources (existing and potential), project scope, and timeline.
- M** **Measure** the effectiveness of the existing process, its deviations from requirements, by collecting all necessary data.
- A** **Analyze** the root cause of inefficiencies, identify the gaps between actual and goals, establish the causes for the gaps, determine how processes impact outputs, and rank improvement opportunities.
- I** **Identify**, test and implement solutions to eliminate the key root causes to fix and prevent process inefficiencies.
- C** **Control** and monitor of all implemented solutions to ensure their effectiveness and adjust when necessary.

OUR KEY CAPABILITIES



Supply chain strategy



Supply chain diagnostics



Inventory optimization



Risk management



Dashboards

SUPPLY CHAIN STRATEGY

Strategies That Stand the test of Time

- Market alignment.
- Global growth and expansion.
- Supplier relationships.
- Process redesign.
- Performance management

Deliverables

- Higher profitability.
- Enhanced customer relationships.
 - More flexibility and agility.
 - Greater resilience.
 - Improved sustainability.

How do supply chain leaders build and maintain resilient supply chains in a complex global environment, with operations spread across many countries — each with different dynamics? By developing and adopting robust supply chain strategies, agile and flexible enough to respond to rapid changes in the business landscape.

The fact is, in today's globalized and digital economy, a well-aligned supply chain strategy can not only support business strategy but also drive it.

We help enterprises align their supply chain processes and operating models with their business strategy by designing, developing and implementing strategies that create resilient supply chains and deliver business results.

You will experience the real, hard-number impact — reduced expenses, improved agility, greater flexibility and responsiveness — that can help your organization boost both profitability and competitiveness.

SUPPLY CHAIN DIAGNOSTICS

The best supply chain transformation projects succeed by first gaining a true understanding of where you are and where you want to be. A comprehensive, objective, quantitative, and actionable diagnostics executed by our experienced team will evaluate the performance of your existing supply chain, establish the gap between where you are and where you want to be and determine the best way to reach your strategic supply chain goals.

Additionally, in today's volatile world, companies find themselves facing supply chain disruptions that have negative impacts on performance. Add to that internal strategic business decisions — such as mergers, acquisitions, new product development, increasing product personalization — and it gets even more difficult to effectively manage a company's supply chain.

Aligning business strategy and operations, though a continual challenge, is essential to drive shareholder value and customer satisfaction.



SUPPLY CHAIN RISK MANAGEMENT

A Holistic Approach to Supply Chain Risk Management

- Identifying risks and consequences.
- Developing an organizational strategy.
- Creating outcome-based plans to manage risk.
 - Implementing risk mitigation plans.
 - Measuring impact.

The rapid globalization of supply chains has made them vulnerable to disruptions such as economic unrest, demand fluctuations, or natural or man-made disasters with potentially damaging long- and short-term impacts on the business.

Enterprises need resilient supply chains to minimize the negative impacts of disruptions on revenues, costs and customers. Not surprisingly, effective supply chain risk management is key to building and maintaining resilient supply chains.



INVENTORY OPTIMIZATION

When it comes to optimizing inventory management, the questions are many: What is the right level of inventory? How do I know what is optimal? Are we prepared for seasonal shifts?

Companies that follow a conventional single-stage, single-item inventory optimization model that looks at each SKU and stock location will be out of step in today's global, interconnected business operations. The result: frequent stock outs, overstock, unhappy customers and blocked working capital.

We help companies improve their inventory management capabilities, and create more responsive, more efficient supply chains. We will quickly assess your current inventory situation and devise a plan to simultaneously increase product availability and service levels while reducing investment in working capital.



Deliverables

- SKU rationalization
- Strategic use of vendor managed inventory (VMI) for seasonal shifts?
- Development of Just-in-Time strategies (JIT)
- Cost-effective postponement strategies
- Improved forecasting and planning
- Optimization of all types of inventory (raw materials, work-in-process, finished goods, etc.)

LOGISTICS SOLUTIONS

Supplier risk, customer satisfaction, market volatility, profitability — your business has many things to worry about, logistics doesn't have to be one of them.

Our end-to-end logistics advisory solutions will drive efficiency across the value chain by optimizing inventory, reducing costs and overhead, enhancing customer service and improving profit margins.

We help you throughout the logistics cycle — right from planning the freight route, selecting the right carrier, scheduling and tendering the shipments to controlling quality, ensuring compliance with regulations, auditing reports and much more.



With our solutions you will

- Reduce logistics spend
- Meet service goals
- Boost logistics performance
- Overcome capacity constraints
- Improve logistics intelligence & planning



PLANNING & FORECASTING

This is what separates market-leading companies from the rest, their ability to not just read the current market trends but also foresee the future and plan for it.

Forecasting drives all strategic and planning decisions in a supply chain. We help clients make key business decisions through timely and accurate supply chain forecasting.

Our supply chain planning and forecasting solutions help you reduce warehousing, transportation and inventory costs, while boosting customer service levels and efficiency.

Immediate benefits

- **Better alignment of inventory with customer demand**
- **Improved inventory turns**
- **Reduced unnecessary storage and handling requirements**
- **Increased sales by eliminating stock-outs**
- **Eliminate excess and obsolete inventory**
- **Improved customer service levels**
- **Reduced need to expedite production and transportation**

SPEND ANALYSIS

A successful sourcing program hinges on the ability of a company to fully understand its spend. Getting spend analysis right is a mandatory step toward actual cost reduction, continuous process improvement and value creation.

Our spend analysis helps companies identify and realize huge savings and discover opportunities previously unknown to them.

Our consultants are motivated by the same goals and measure success just as you do — through actual realized savings.



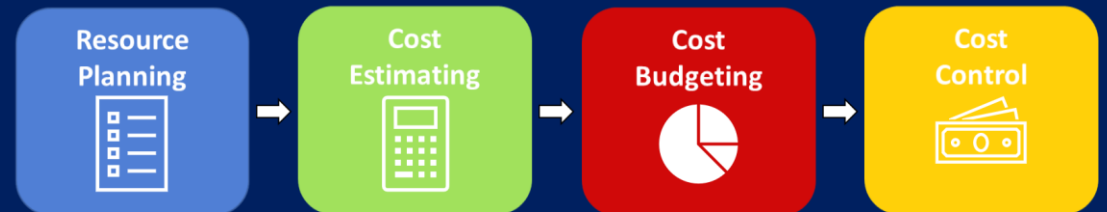
STRATEGIC COST MANAGEMENT

In today's highly volatile business and economic environment, companies worldwide are facing increased challenges, both externally and internally, to sustain profitable growth.

Under rapidly changing market conditions, the ability to reduce operating costs and allocate budgets correctly is paramount for organizations to survive and grow.

Our approach enables leadership to reduce expenses in categories that yield little impact and optimize spend in areas that drive sustainable growth. We help companies identify and eliminate all sorts of general and administrative expenses, freeing up cash that can be invested to drive growth.

Cost Management: Four Primary Phases



Our sustainable cost reduction approach can help you

- **Understand what your cost and drivers are (spend and demand)**
- **Know how activity relates to cost and output (good and bad cost)**
- **Extract unnecessary cost with the right lever (value chain-defined cost reduction levers)**
- **Enable control and intervention (category ownership and value delivery)**

SUPPLY CHAIN DASHBOARDS

Powerful dashboards provide all the information you need, anytime, anywhere.

- Standardized metrics.
 - Data visibility.
 - Customized reports.
- Centralized repository.
- Enhanced data visibility.

The high volatility in the global business environment makes it necessary for supply chains to be more agile and resilient. And to achieve that, supply chain leaders need greater supply chain visibility for timely and effective decision-making.

Whether you're looking to improve your organizational KPIs or enhance supplier performance, powerful, well-designed supply chain dashboards provide decisive insights to help you monitor and manage your supply chain performance more effectively.



FROM ASSESSMENT TO EXECUTION

Unlike other supply chain consulting practices that often stop at recommending “high-level” supply chain strategies, we help you implement and operationalize them for real-world success.

We start with a comprehensive assessment of your supply chain, assimilate your business priorities, and then develop robust supply chain strategies capable of rapidly adapting to changing business needs.

Supply chain consulting engagements are led by seasoned industry, process and subject matter experts, a rich knowledge base of supply chain best-practice methodologies, an expansive global leadership network and peerless category, commodity and supply chain market intelligence capabilities.

OTHER AREAS WE SERVICE INCLUDE

Systems analysis

Sourcing and procurement (strategic, CAPEX, OPEX) optimization

Vendor development and relationship management (VRM)

Warehouse and distribution center operations

Production planning and control

S&OP strategies

Outsourcing programs (design, development, implementation, and control)

Others



+35

years of international, multi-industry, experience designing, implementing, managing, transforming, and optimizing supply chain operations worldwide.

Thank you!



For more
information

Contact us for more information or to discuss your needs and requirements in order to work out the solution that best suits your needs.

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