

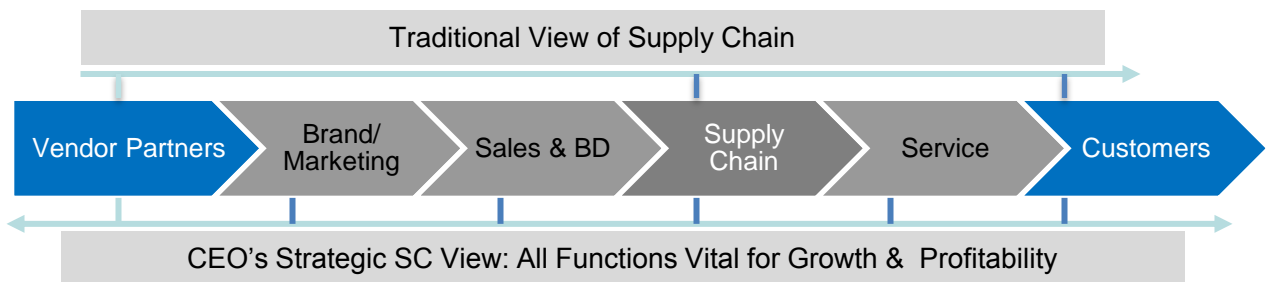
Is Your Supply Chain a 'Strategic Fit'?

More Than Doing Things Right, Ensure Your Supply Chain is... DOING THE RIGHT THINGS

To SIGNIFICANTLY improve results: Reduce costs improve service, and lift sales

Supply Chain optimization is **too often narrowly focused** on the Supply Chain **function** itself, instead of recognizing all functions as vital parts of the 'Strategic Supply Chain'. Of course, every Supply Chain leader strives to ensure they're 'doing the right things'. But often, they and their **CEOs** acknowledge the various business functions are not as aligned as they could be. This produces big challenges in Supply Chain focusing on the 'right things'...and Big Opportunities!

CEOs are recognizing that all corporate functions play a key role in Supply Chain's strategic fit. Progressive companies work on this and outperform those who don't! Building beyond the important concept of S&OP (Sales & Operations Planning), is an opportunity to ensure that your supply chain is truly a 'strategic fit' and positioned to deliver full value.



Opportunities: Does Your Company Sound Like This...

- "Our departments want to work together, but honestly, with different priorities, it's just not working."
- "Supply Chain works on the costs...but it often works against what we're trying to do in Sales."
- "When we're onto the next exciting sales & marketing program, supply chain is stuck dealing with the last one."
- "Our client services policies are a tradition and are 'untouchable'...customers simply have to have them."
- "Our vendors have a lot of rules...we try to find ways to make it work."

Your SC reflects the costs of all formal and informal company programs, processes, policies and standards. Over time, SC becomes the "catch-all department", holding residual costs for non-core or off-strategy initiatives that no longer add customer value. This is why SC is an excellent lens to ensure that all operations are a 'strategic fit'. Focus on activity that adds real customer value...eliminate the rest! Improve customer service, and realize strong savings to reinvest into the business, or put onto the bottom line.

G4G ensures SC is fully synchronized with vendors, marketing, sales and service, and with customers, creating a significant opportunity to improve customer service and reduce costs.

Also, when the business understands the SC cost drivers, then processes, policies and standards can be refocused in a customer sensitive manner to dramatically reduce costs. We call these 'toggle' solutions.

The intent for our G4G (Green4Green) offering is not to simply provide incremental improvement; it's about providing transformational value by ensuring relevant strategic Supply Chain focus.

Our unique engagement process delivers material results, *respecting your business strategy*, your value proposition, and your customers.

To schedule the no-charge strategy session, please send an email to info@supplychainsystems.com