DESIGNING YOUR SUPPLY CHAIN NETWORK FOR A COMPETITIVE ADVANTAGE

Your business is dynamic - whether you are embracing multi-channel fulfilment, making acquisitions, expanding in emerging geographies, or exploiting changing market needs.

4 SMART OPPORTUNITIES TO ACHIEVE SUCCESS

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<tr>
<th>Business Case</th>
<th>Scenario Approach</th>
<th>Change Management</th>
<th>Experience</th>
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<td>Understand your current Cost to Serve &amp; future requirements to develop a burning platform for change</td>
<td>Model integrated network options to take a holistic view of cost, risk and service trade-offs</td>
<td>High touch, cross functional engagement (sales, operations, finance and labour)</td>
<td>Work with people who do this all the time, have established tools and frameworks, with recommendations that have been implemented</td>
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**NETWORK DESIGN CHALLENGES**

- **Supply Chain Strategy** How to support customer segments with different service needs
- **Wrong-Sized** Your distribution network is not sized for growth or is overcapacity
- **Supply Chain Costs** No visibility of the cost to serve (SKU, channel, customer or geography)
- **Capital Constrained** You can see the opportunity to reshape the distribution network but have been unable to fund it
- **Network Complexity** The benefits of acquisition and scale are not leveraged; legacy Business Units, each with its own network

**BENEFITS**

- **Fact based decision making** Enables fully informed discussions
- **Transformative** Opportunity to match customer service and lead time expectations with supply chain capability
- **Right-Sized** Network designed with a (e.g.) 10 year outlook on future demand
- **Savings** Double digit savings across the entire supply chain cost base; In-source, out-source options to match availability of Capex or desire to convert fixed cost to variable

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InfosysPortland.com • +61 2 9210 4399 • info@InfosysPortland.com