

# 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.

## Is your supply chain infrastructure keeping up?

If the answer is "no", or "I'm unsure", then you are not alone. Many of our clients' principle supply chain challenge is creating a supply chain infrastructure that reflects the future needs of their business.

### 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

## 4 SMART OPPORTUNITIES TO ACHIEVE SUCCESS

### Business Case



Understand your current Cost to Serve & future requirements to develop a burning platform for change

### Scenario Approach



Model integrated network options to take a holistic view of cost, risk and service trade-offs

### Change Management



High touch, cross functional engagement (sales, operations, finance and labour)

### Experience



Work with people who do this all the time, have established tools and frameworks, with recommendations that have been implemented

## 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