



### ***CONSULTING: SUPPLY CHAIN STRATEGY***

Supply chain management should yield far more than cost reduction. It should result in delighted customers, marketing flexibility, and enhanced innovation and speed of doing business across multiple processes. While traditional operations improvement has focused on how to reduce cost without sacrificing service - reducing inventory without sacrificing service levels, reducing fixed cost by planning and scheduling work to avoid bottlenecks, and lowering transportation cost through structured negotiations - today's supply chain leaders are tailoring their supply chain management processes and systems to their business strategies, and achieving dramatic results. Companies seeking to develop an effective supply chain strategy turn to Boston Strategies International.

### **Sample Projects**

- For a private equity firm buying a manufacturer of specialized components for heavy truck and agricultural equipment, Boston Strategies International analyzed the competitive forces influencing the industry, assessed the strengths weaknesses threats and opportunities facing the acquisition target and the strategic options for the buyer, and developed exit strategies and valuations under various scenarios.
- For a US Class I railroad, Boston Strategies International conducted a comprehensive review of a key competitor's intermodal infrastructure, and developed financial and logistical models of intermodal operations, including due diligence for its acquisition of a container shipping line.
- For an investment bank handling the privatization of an Asian railway, we assessed the railroad's Business Plan and helped determine its valuation. We analyzed internal and external budgets and forecasts, interviewed senior executives, and assessed the accuracy of management's and the bank's projections. The valuation was developed through multiple scenarios that included selling, "running down," and breaking up the railway.

