



BOSTON STRATEGIES INTERNATIONAL
Global growth. Guaranteed.

*Creating growth opportunities
through strategic supply chain management
at Leading Oil, Gas and Energy
Infrastructure Companies.*

- Supply Chain Consulting Services
- Cost, Price, & Market Analysis Products
- Technology Solutions



Guaranteed Minimum C-Level Benefits

- 1% higher Asset Turnover Rate
- 2% increase in Net Margin Rate
- 3% increase in Gross Margin Rate
- 4% faster Revenue Growth Rate

www.bostonstrategies.com

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IN BRIEF...

Boston Strategies International, founded in 1998, helps executives, governments, and investors create global growth opportunities through strategic supply chain management. The firm provides supply chain management consulting, cost price and market analyses, and IT solutions that help facilitate and maintain rapid growth. Our products and services include:

- **Global Supply Chain Consulting Services** that help supply chain leaders make high-stakes decisions related to strategic and capital investments, outsourcing, off-shoring, and make-or-buy.
- **Global Cost, Price, and Market Analysis Products** that helps financial and operational managers plan and budget by providing benchmark, best practice, and forecast data tailored to their companies' supply chains.
- **Technology Solutions** that help build and maintain competitive advantage through technological leadership and differentiation.

We serve capital-intensive manufacturers and their supply chain partners worldwide. Typical clients include:

- **Oil and Gas:** National Oil Companies (NOCs), International Oil Companies (IOCs), Equipment Providers, and Service Providers
- **Mining, Metals, and Materials:** Resource extraction and conversion, metals, minerals, and derived materials.
- **Global Infrastructure:** Power generation, water utilities, railroads and holding companies, ports and terminals, telecommunications.

Products and Services

Supply Chain Management Consulting Services	Cost, Price, and Market Analysis Products	Technology Solutions
<ul style="list-style-type: none"> • Best practices • Capital Investment Analysis • Entry & Exit Strategies • Merger & Acquisition • Organization Development • Policy Planning • Risk Mitigation Strategies • Supply Chain Strategies • Technology Strategies • Training 	<ul style="list-style-type: none"> • Benchmarks • Backlog and Lead Time Forecasts • Capacity Shortage Analysis • Cost Structures • Demand Projections • Market Outlooks • Price Forecasts • Supplier Assessment • Target Price and Should-Cost • Technology Outlooks 	<ul style="list-style-type: none"> • Advanced planning and scheduling • Asset management and pricing • Customer relationship management • Demand planning • Network design • Product life-cycle management • RFID • Supplier relationship management • Transportation Management • Warehouse Management Systems



GLOBAL SUPPLY CHAIN CONSULTING SERVICES

We Help Address Complex Challenges that Can Have Many Possible Answers:

- Global supply chain strategy
- Market entry & exit strategies
- Supply risk mitigation strategies
- World class supply chain organization development
- Supply chain technology strategies
- Policy planning

We Deliver Pragmatic, Actionable Support and Advice:

- All engagements are led by seasoned supply chain consultants with global experience.
- Analysis is performed by business analysts with credentials and global experience.
- We use proven optimization tools that are appropriate for the situation.

We Set the Standard among Name-Brand Consulting Firms and We Win.

- We have specialized experience in the process industries.
- We bring experience from hundreds of previous engagements.
- We collaborate effectively with your team at headquarters and in the field.





COST, PRICE, AND MARKET ANALYSIS **PRODUCTS**

Our Portal and Custom Supply Market Forecasts, Industry Profiles, Optimization Analyses, and Custom Benchmark Reports Include:

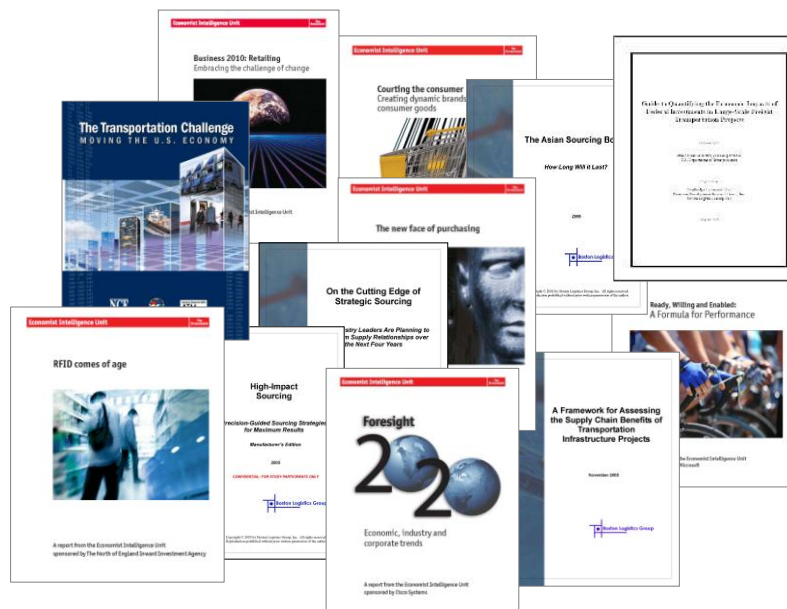
- Accurate and up-to-date price outlooks
- Profiles of major suppliers
- Lead time and capacity projections
- Sourcing recommendations for difficult, complex buys.
- End-to-end supply chain strategies, from source to delivery.

We Set the Standard for This Type of Work:

- Our deliverables are more in-depth and thorough.
- Our recommendations are more actionable based on our consulting experience.
- Our work is custom, not syndicated, and therefore has more value to individual clients.
- Our reports address more complex buys over longer periods of time.
- Our reports include detailed recommendations.

Our Forecasts Are the Most Credible in the World:

- We have industry expertise in 71 sectors.
- We cover 70 economies worldwide.
- We can model and forecast critical indicators for over 300 specific commodities.
- We have tools for dealing with volatility, risk, and large capital expenditures.





TECHNOLOGY SOLUTIONS

We Embed Change by Architecting and Implementing World-Class Solutions:

- Supply chain planning and optimization systems
- Transportation planning systems
- Warehouse management systems
- Custom Technology Outlook Studies
- Custom Market Intelligence Portal
- Systems Integration

Our Work is Effective and Efficient:

- Our consultants have hands-on experience implementing change at major companies
- The change, once implemented, embeds improvements that have been identified through previous consulting work.

We Offer Extensive Global Coverage, including:

- Middle East
- North America
- South America
- Eastern and Western Europe
- Asia

VISIBLE BENEFITS AT THE BOARD LEVEL

Benefits of our products and services include:

- Senior management alignment around strategic supply chain decisions and goals
- Increased stakeholder and shareholder confidence in growth potential and investments
- Monetization of opportunities to tap into new markets
- Robust marketing and operations strategies



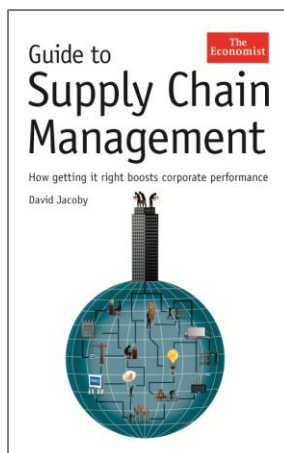


OUTSTANDING REFERENCES WORLDWIDE

We have outstanding references. Here is some feedback from our clients:

- "Your assessments were spot on. The report was great and full of excellent information which has been invaluable in supporting our planning and discussions." – Internal Supply Chain Strategy Consultant
- "As always, your work is first class." – Chief Procurement Officer
- "Truly excellent work." – Vice President Supply Chain
- "The information [in your report] is excellent." – Senior Procurement Manager
- "Very well done! [The material] is organized, poignant and effective." – Senior Director, Supplier Management
- "Well-targeted, direct, and easy to read." – Leadership Center Director
- "Great work with the study. The findings validate our direction and give us more to build upon." – Purchasing Director
- "Thank you for [this] excellent information." – Vice President Strategic Sourcing
- "Your information was very helpful to me, thank you." – Director of Purchasing

David Jacoby, the President of Boston Strategies International, has written the most definitive, understandable and useful book on supply chain management available.



- "A must read not only for C-level managers but also for inclusion in curricula in business studies... brilliant in explaining the myths and realities of...the supply chain." -- **Ram Menen, Senior Vice President, Emirates Airlines**
- "An essential tool for C-level management and their senior managers...clear, balanced in its objectivity, and useful for achieving rapid results."-- **Joseph Guerrisi, Vice President Marketing, UPS**
- "A strategic breath of fresh air for executives...simple, logical guidance ...to enable the supply chains that will deliver their future."-- **Chris Cowger, Vice President of Global Consumer Operations and Planning, Dell**
- "This guide definitely belongs in your business library."-- **Frank Quinn, Editorial Director, Supply Chain Management Review**

Our list of "blue chip" clients is evidence of our quality. Our client roster has included, for example, Alcoa, ArcelorMittal, BP, Cabot, Energy East, France Telecom, Jaxport, Kowloon-Canton Railway, Saudi Aramco, and Vale.

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