

## ***CONSULTING: SUPPLY CHAIN ORGANIZATION DEVELOPMENT***

Supply chain management is about managing information and deploying assets flexibly with the end-customer in mind. People are the enabler, and the movement of information is as important as the movement of goods or services. Yet, to most people coming from the functions that make up the supply chain, “supply chain management” is so broad a concept that it is often ill-defined and inadequate as a basis for organizational development. When companies want clarity and usefulness in developing their supply chain skills, they turn to Boston Strategies International.

### ***Sample Projects***

- For a major U.S. airline, Boston Strategies International designed a new maintenance organization. We assessed the effectiveness of the existing maintenance organization compared to other airlines, re-engineered job descriptions for all key positions, and established an action plan. The project resulted in a more effective organization with more uptime and less service failures.
- For an international retail chain, we helped extend the reach of the procurement function by aggressively centralize indirect procurement. We designed an organization structure and wrote job descriptions, determined the number of positions needed, and established strategic sourcing methodologies for the group.
- For the courier operations of a \$2 billion records management company using transportation for strategic advantage by “touching” the customer through the drivers, Boston Strategies International developed job descriptions, organization structures, compensation plans and end-to-end performance metrics to create the proper incentives and achieve the goal.

