

## ***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 better without creating backlogs or bottlenecks, and lowering transportation cost through win-lose negotiations with carriers and 3PLs – supply chain leaders have linked their business strategy to supply chain management with dramatic results.

Companies seeking to develop an integral supply chain strategy turn to Boston Strategies International.

### **Sample Projects**

- For a maker of fine writing instruments, Boston Logistics Group helped turn Asian sourcing from a lead-time liability into a competitive advantage. We evaluated alternative centralized and decentralized scenarios for distribution of pens worldwide. We helped decide how many distribution centers to have, where they should be located, and what functions they should provide. We evaluated the competence and leadership capabilities of third party logistics firms to be effective partners in distribution center management, pick/pack/ship, returns, transportation, and packaging.
- For an American automaker, we helped to reduce the magnitude of a competitive gap in manufacturing cost and flexibility by identifying and transferring best practices in just-in-time production, materials management, quality, and materials utilization practices, across 16 plants.
- For a global electrical equipment manufacturer, we helped to overcome a 25% cost disadvantage by benchmarking organizational overhead costs and functional performance, and helping to put in place a program that achieved competitive cost parity, thereby enabling this industry leader to maintain its dominant position. We identified and analyzed cross-divisional internal as well as external gaps in performance and cost related to finance and accounting, information technology, logistics and production management, purchasing, real estate, and human resources.