

Supply Chain Design & Optimisation

Globalisation brings about challenging market dynamics. Rather than just individual companies and organisations, entire value chains are competing for market shares. Hence, merely optimizing local and internal efficiencies is no longer the order of the day; much rather entire inter corporate value chains have to be targeted for global optimization.

Many a company's environment is characterised by

- **Challenging, global markets**

Both customers and suppliers act globally and expect individualised products with ever shorter lead times and time frames; all of this in often saturated markets

- **Aggravated market competition**

Rising number of global alliances and new market entries with global ambitions of themselves make for an aggravated market competition

- **Rising cost pressure**

Cost pressure rises due to products becoming more and more comparable, markets becoming more transparent, productions being moved to low cost regions and economies of scale being exploited to the full

- **Technological developments**

New information and communication technology together

with modularising and miniaturising (micro-electronics) bring about not only new business opportunities but also promising openings for process innovations

- **Politics**

Trade barriers and obstructions are being disposed of, markets are being deregulated and liberalised

These changes in business environment make for apparent inter corporate challenges:

1. **Globalisation of markets**

- Development of new selling markets
- Maximize economies of

scale

- Off shore production
- Global sourcing of products and know how

2. **Core competencies**

Focussing on differentiating core competencies

3. **Customer orientation**

Requests for customer specific solutions with regard to configuration, lead time, and availability to name a few, jump up significantly

4. **Competition of information as a differentiating factor**

Data of actual and forecasted demand, available stocks, production and transportation capacities have to be made available real time throughout the entire value chain

5. **New risks arise**

- Management of virtual organisations
- Intercultural differences
- Terrorism, World economics, SARS etc.

Typical Optimisation approaches

- Integration
- Transparency
- Coordination
- Synchronisation
- Outsourcing/Subcontracting
- Simplification
- Modularisation



Targeting competitive advantage

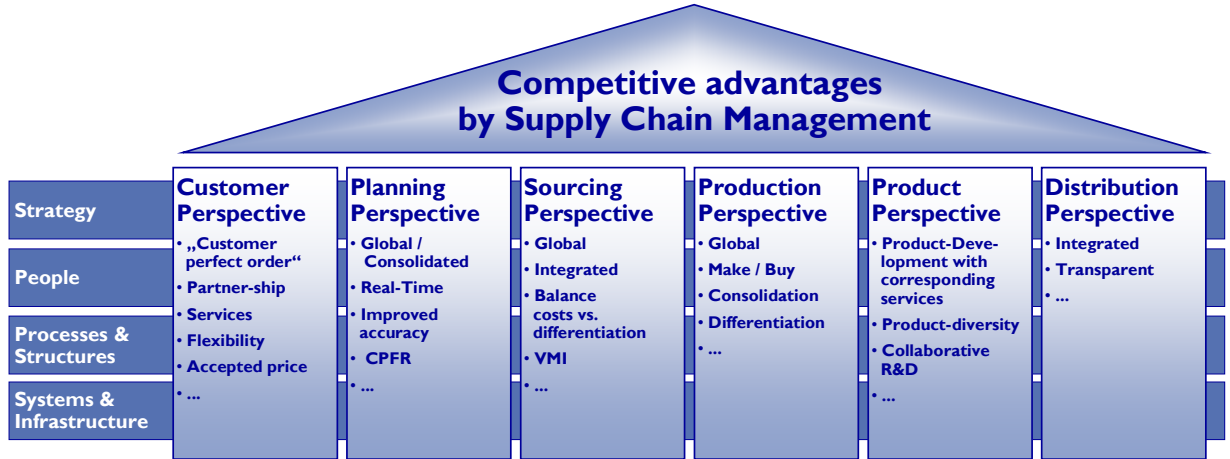
A systematic approach on all levels warrants a thorough analysis and assessment of strategy, processes and systems including all infrastructures.

Depending on the specific situation, e.g. the following issues may be analysed and assessed:

- Requirements of different cus-

- tomor categories
 - Planning processes, both bottom up and top down
 - Sourcing strategy and processes
 - Production strategy and processes
 - Distribution strategy and processes
- Based on the respective results, corresponding measures will be defined and clustered for validation and im-

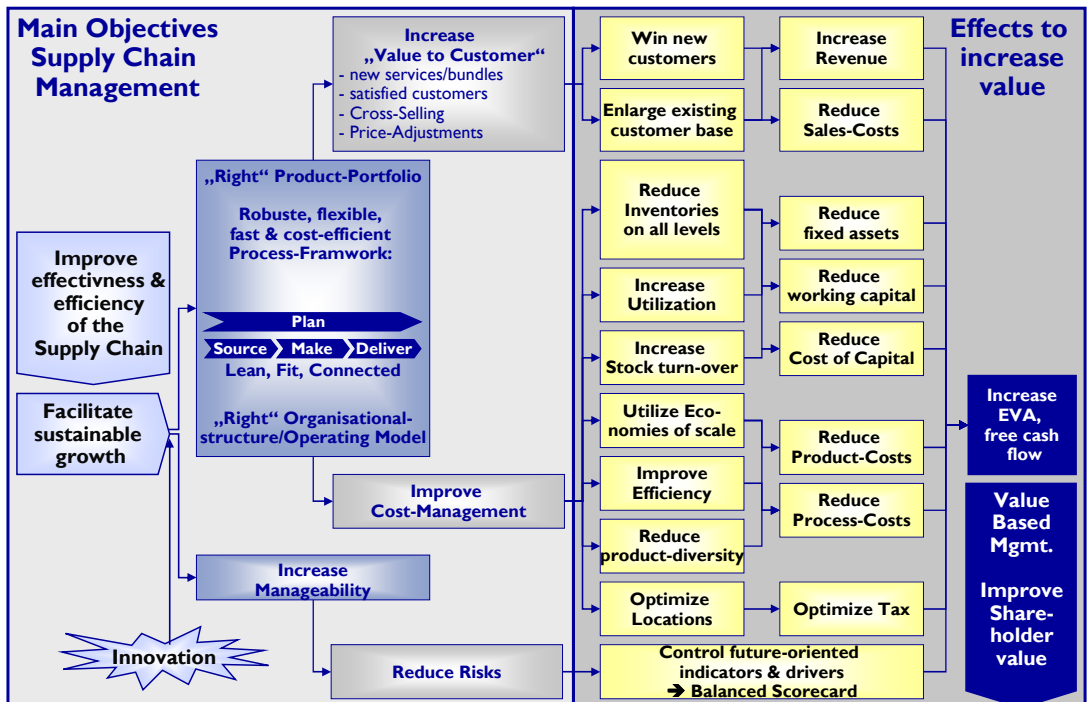
plementation. All measures are to target robust, flexible and cost effective supply chain processes with minimised lead times. Thus, value to the customer is optimised which gives the organisation the deciding competitive edge on the market.



Let Supply Chain Design be the differentiating factor to reposition your organisation in the market. We would be happy to update you and your management on how Supply Chain Optimisation is creating and enhancing corporate value.

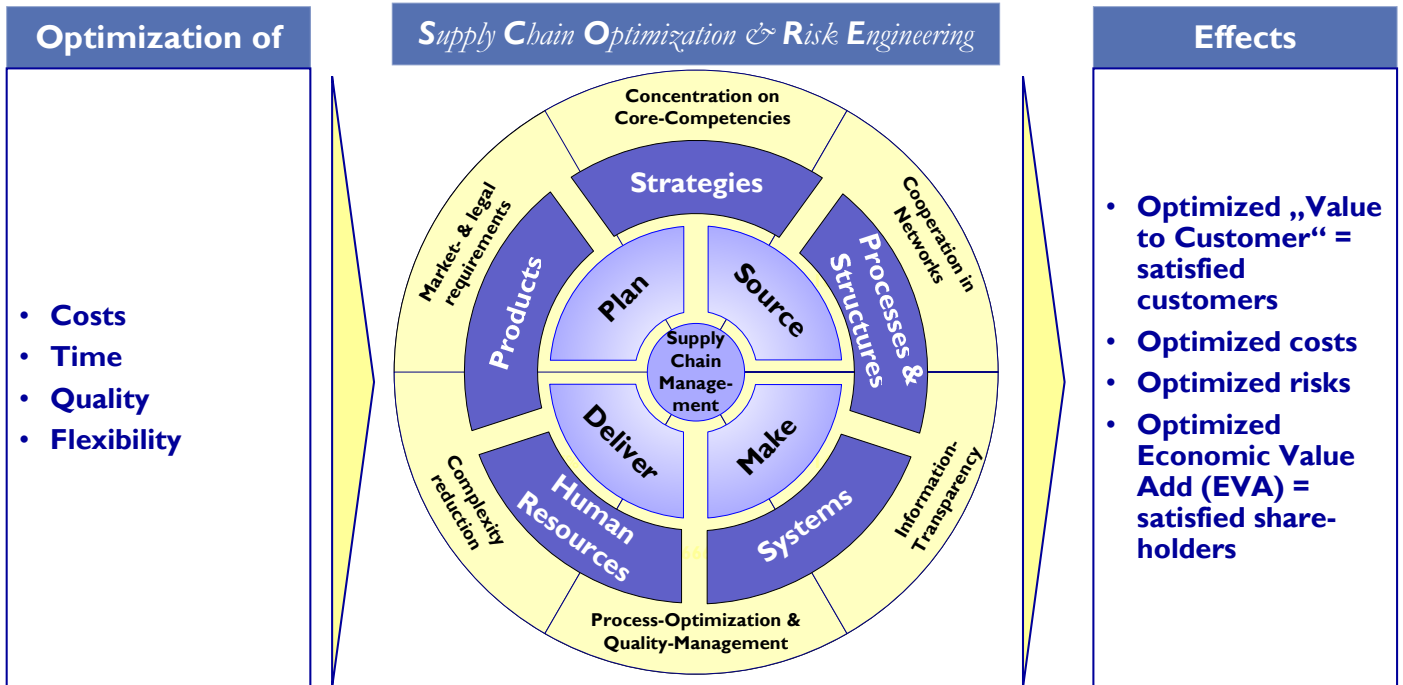
Supply Chain Management enhances corporate value

The contribution of supply chain management in enhancing company value is being recognised by a vastly rising number of organisations. The most fitted product portfolio together with a matching process framework reduces costs and risks to an acceptable level which in turn maximises value to the customer.

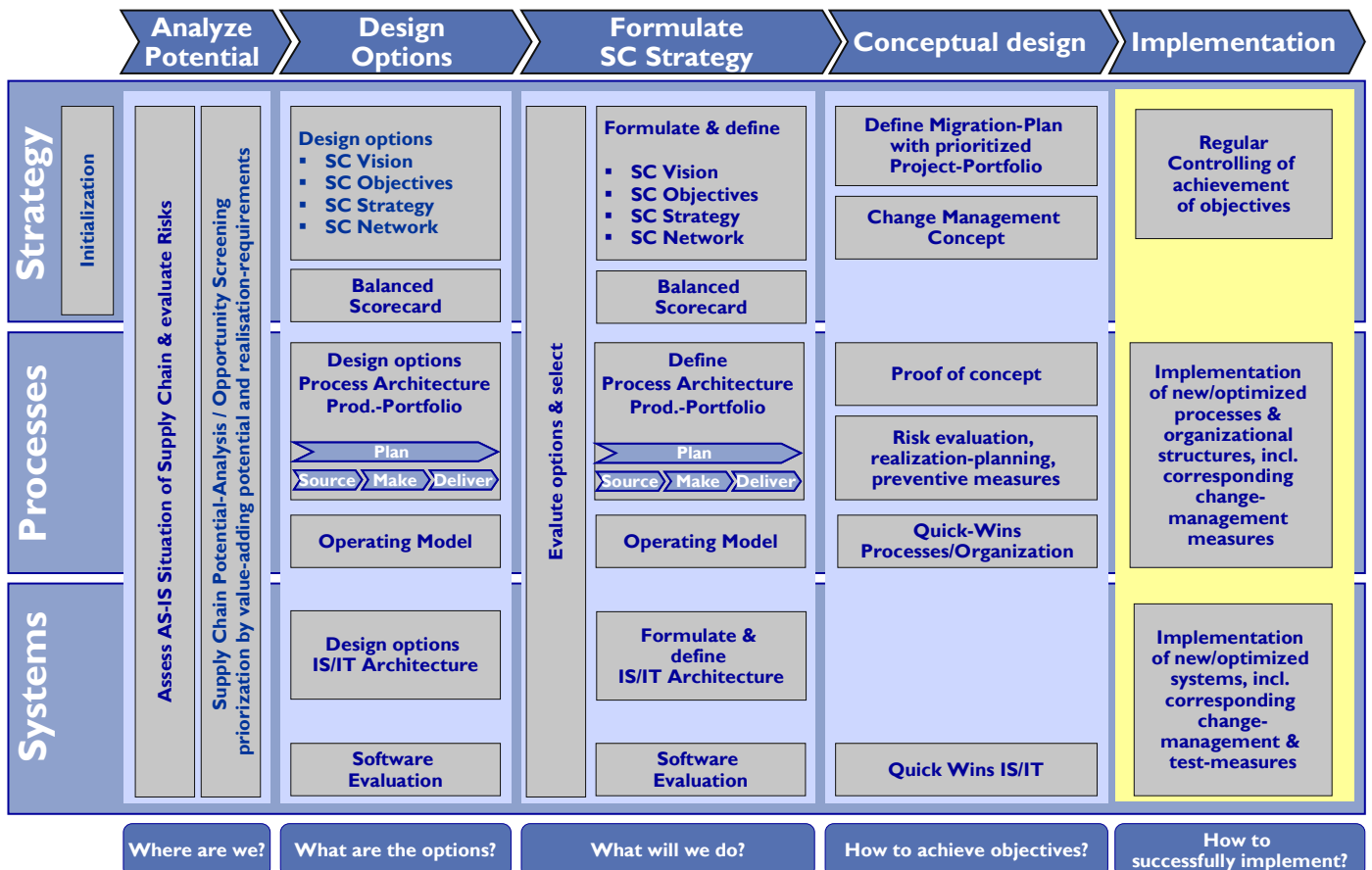


Maximising your Economic value added (EVA) with vc Partner Consulting Services

Supply chain projects are to be defined and implemented according to the generic requirements of companies, industries and value chains. We offer a well established approach, our know how and professional experiences in implementing supply chain optimisation successfully.

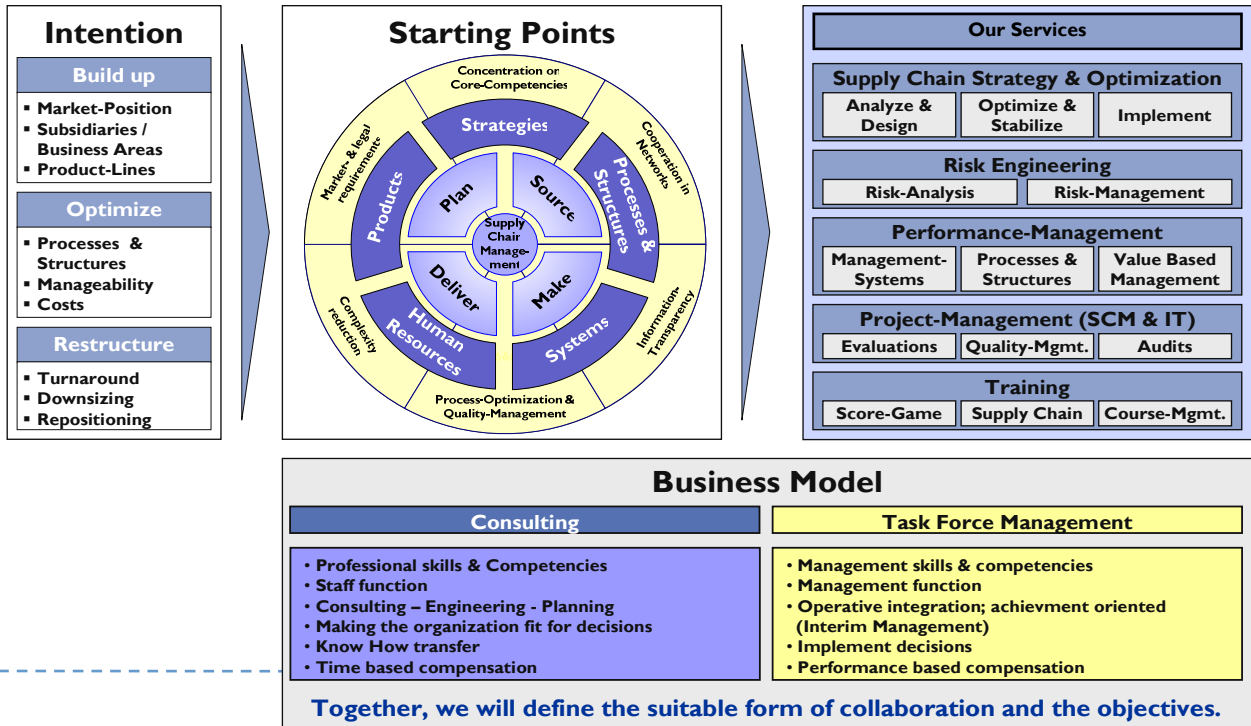


Roadmap Supply Chain Design & Optimisation



You would like to optimize your Supply Chain ...

Score offers you support in the most suitable form: Be it as Task Force Manager, who takes over a temporary management function within your organization for a predefined period of time or be it as consultant, who supports you by analyzing, designing and implementing improved supply chain processes and structures.



Score!

vc Partner is an internationally operating consulting firm specialized in

- Design & Optimisation of supply chain structures
- Risk Engineering
- Performance Management
- Project Management (SCM)
- Training
- Task Force Management

We offer you profound industrial experience, leading process know how, methodological expertise and a sophisticated set of tools. The fact that we operate as a spin-off organisation of the Swiss Federal Institute of Technology (ETH) gives us a direct link to the latest findings in applied research. Our systems engineering based approach warrants high quality results even in the most challenging of projects.