

TYPICAL IMPROVEMENTS

Domestic Heating Company

WIP Levels 67% reduction
Distance travelled by products 79% reduction

Glassware Manufacturer

WIP levels 63% reduction
Product lead time 43% reduction
Warehousing costs £155k pa savings

Food Producer

Warehousing costs £2.5m pa savings
Product changeover reduction £826k pa savings
Product waste reduction £406 pa savings

Internet Retailer

Picking rate increased 30% increase
Storage capacity increased 20% increase

Healthcare Company

Material handling 57% reduction
Non-value added activities 25% reduction
Production personnel required 19% reduction

PLAN

Review the Forecasting and Planning functions, assessing the tools used and assumptions made during these activities with regards to lead time, capacities, constraints, costs, complexities etc either at plant level or across several sites.

BUY

Reviewing the activities involved in the purchasing of goods and services relevant to the scope of the study. This may include the procurement raw materials, 3rd party products and services, specialised equipment etc to meet forecast or planned demand. The activities and methods employed within vendor performance evaluation are also reviewed.

MAKE

The review of manufacturing and/or assembly functions to meet customer or market demands taking into accounts all aspects of the manufacturing and assembly processes. Plant scheduling, materials management, quality control, cost management, material movements, plant layouts, WIP levels, KPIs and predictability of the functions to perform are just some of the areas reviewed depending on the scope of the assessment. The principles of Lean Manufacturing either in a review of its implementation or its suitability within specific areas of the operation are also performed.

STORE

The reviewing of warehousing activities which includes the management of good in, picking and packing, physical layout, despatch and current performance levels.

MOVE

An assessment of the Logistics of getting goods to clients and/or the marketplace with a view to determine the use of optimised routes, shipping schedules to meet demand, the monitoring of in-transit goods and the current levels of performance against current KPIs

SELL

The assessment of a company's ability to meet customer or market needs and demands with a view to the relationship with key customers, the availability and location of goods, the quality of information available to provide customers with product availability information and the current levels of performance to meet these promises.

Can you identify any of the issues below in your supply chain?

Struggling to improve service levels to customers or markets

Response time to meet customer or market demand

High levels of inventories

Computer systems not fully responsive

Supply chains becoming more complex to manage

Increasing costs

Regularly needing overtime to meet customer orders

Organisation that is functional based

Poor people productivity

Over reliance on forecasting

Inventory obsolescence

These are just a few of the issues that many operations suffer.

We can fix all these and many others that you will not have noticed, but are contributing to:

- ▶ High cost of operations
- ▶ Poor use of resources
- ▶ High cost of stock levels
- ▶ High resource levels needed to sustain service levels

Plan	Buy	Make	Store	Move	Sell
Demand planning	Procurement	Lean principles	Goods In	Distribution planning	Customer management
Inventory policies	Vendor analysis	Planning & scheduling	Inventory control	Optimised route planning	Order management
Production planning	Inventory management	Materials Management	Storage	Delivery performance	Availability to Promise (ATP)
Capacity planning	Inbound logistics	Resource Management	Picking & packing	In-transit monitoring	Delivery fulfilment & performance
Standards	Expediting	Execution	Despatch	Returns management	
SKU management		Reporting	Reverse Logistics	Back-fill planning	
		Engineering & quality			