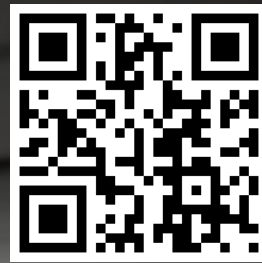




Value Chain Management



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What it is?

- Vendors and distributors management getting the right people on the right bus, eliminate overlap, silos
- Rationalize out-sourcing / regionalization exercise bring forth the right balance between cost savings, service quality, and operations control
- Right sizing of supplier base
- Distribution model evaluation
- Coordinate, collaborate, comingle
- Align with all the channel partners!!



How you may use it

Examples:

Restructuring of regional / out-source processing center

- **Situation/ Task:** Challenge for the processing center to handle the complex requirements (i.e. high volume of exception referrals and relative small ticket size per transaction, while credit control should not be compromised) from a particular customer segment with promising future business
- **Action:** Applied Six-Sigma DMAIC in re-organization, decentralized selected operation components, re-aligned and streamed the end-to-end process flow
- **Results:** get recognized for best trade finance bank award

Rationalize data sources and see how various piping should work together

Eliminate overlapped data sources or contradictory data versions

Evaluate and improve effectiveness of suppliers and distributors

Why you should care?

Because you are only as strong as your weakest link

- Enhance operations efficiency
- Mitigate risks
- Aligned goals, foster synergy
- Value chain integration



Make and Save Extra Money

Reduce costs (15+% savings) / synergy & capabilities discovery (24+% CAGR)

Our Offerings

Rationalize

- Identify critical elements
- Strategic review, suitability study
- Shortlist vendors/ distributors
- RFP, due diligence
- SLAs, KPIs
- Testing, transition

Restructure

- Capacity planning, capabilities maturity model (CMMi)
- Supply chain management / distribution and channel strategies - balancing the right controls with service quality and costs
- Efficient deployment of resources, prioritization and incentives
- Aligning the primary & supporting activities, foster better collaboration
- Determining pros & cons of disintegration vs COE (too big to manage)

Research

Help you identify & shortlist M&A targets and perform due diligent review & post-merger integration. Support your buy/build decision, augment values creation process, and conduct market/competitive intelligence studies.

ContactUs

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