

Supply Chain Management

DON'T SERVE AT ANY COST. DRIVE YOUR COST-TO-SERVE.

TBM helps you achieve the lowest possible cost-to-serve by enhancing the balance between service levels, working capital, and cost. We help you use technology to drive better, faster decisionmaking—dramatically improving cash flow and profits.



Does your organization struggle to:

- Balance the chase for revenue growth and the need to reduce costs
- Understand the tradeoffs between service level and cost
- Align the organization on monthly demand, supply, and financial forecasts
- Balance geo-political environments, cost-to-serve, and lead times
- Understand the cost, performance, and financial implications of end-to-end supply chain decisions

With TBM Supply Chain Management, you will:

- Understand the tradeoffs between inventory, service level, and costs through modeling and scenario planning
- Achieve the lowest possible cost to serve while meeting customer delivery expectations and reducing working capital
- Realize a 50% reduction in average cash conversion cycle
- Realize a 20% or higher gross margin percentage than industry average

Optimize key areas of your supply chain to address crucial business needs.

INVENTORY OPTIMIZATION

Optimizing inventory levels maximizes profit potential by preventing order fulfillment processes from undermining margins. We help you calculate real-world tradeoffs between service levels, inventory, and costs using technology and effective processes. Through modeling and scenario analysis, we help you understand the high-level impact of proposed changes on your P&L and balance sheet.

INTEGRATED BUSINESS PLANNING & SCHEDULING (S&OP)

Match supply chain planning with execution to reduce costs, grow your top line, and better serve customers. We can help you manage supply constraints, establish a formalized demand planning process, and ensure customer collaboration.

SUPPLIER MANAGEMENT

Our comprehensive approach to supplier management enhances every aspect of your sourcing process from supplier selection to performance management while increasing in-bound supply chain visibility.

NETWORK/WAREHOUSE OPERATIONS

Optimize your manufacturing and distribution footprint and streamline inventory and warehouse operations. TBM can help you confidently produce the right product, in the right quantities, at the right cost, and in the right location.

TALENT DEVELOPMENT

We coach and mentor your team to develop critical planning and inventory skill sets and train you to leverage your existing ERP platform in order to drive gross profit.

AEROSPACE MANUFACTURER

Reducing Conversion Costs and Inventory while Improving Delivery

- Prepared for a large volume increase with several new part numbers along with increased demand for one critical part
- Created standard work for materials flow, pull vs. push for materials, and stabilized lead times
- Eliminated overproduction and overtime costs, reduced inventory 45%, and achieved 100% delivery for critical part

NIKE

Assessing Supplier Performance to Improve Performance and Promote Growth

- Implemented a global Lean supplier assessment and development program
- Lean value chain implementation in 23 key suppliers
- Achieved 18% productivity improvement and 96% on-time delivery while nearly doubling inventory turns and reducing lead times by 42 days

WIKA INSTRUMENT CORP

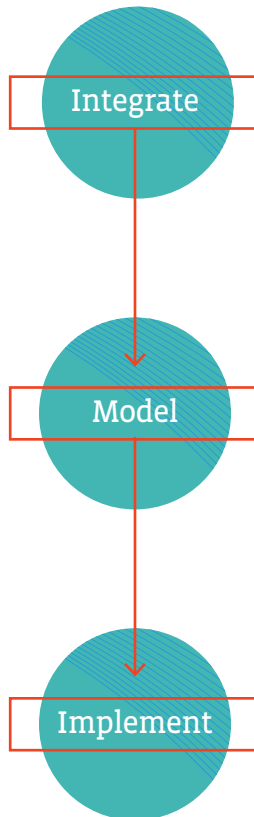
Transforming Supply Chain Thinking to Squeeze Out Waste

- Reduced order-to-shipment lead times and prepared for a 25% increase in sales volumes without adding people or floor space
- Cross-functional improvement teams apply Lean principles to simplify order picking, packaging, and shipping
- Improved productivity 17% and reduced pick, pack, and ship errors 43% in less than one year

Balance your supply chain to lower your costs while improving service.

TBM takes a holistic, three-dimensional approach to integrating, optimizing, and balancing your supply chain. By combining process rigor with technology, we convert data into fact-based information for better, faster decision making. So you can avoid tough tradeoffs between service and cost and more confidently pursue sales while improving service and achieving the lowest possible cost to serve.

The TBM Approach to Supply Chain Management



Our three-dimensional approach to supply chain improvement considers vertical, horizontal, and fiduciary integration. We optimize up and down your supply chain, stream cooperation and visibility across different functional areas, and provide modeling capabilities and best practices for working capital reduction to drive the lowest possible cost to serve.

Prior to execution, we model what-if scenarios to accurately project risks; forecast the financial impact of decisions made around cost, service level, and working capital; and provide a clear understanding of the implications and advantages of strategy shifts.

Working shoulder-to-shoulder with your operations and supply chain leaders, we implement solutions in mere weeks to tackle your biggest challenges and opportunities first. We combine proven process rigor with new or existing technologies to enable your processes and drive results fast.

**Don't serve at any cost.
Drive your cost to serve with TBM. →**

SPEED WINS EVERY TIME

TBM specializes in operations and supply chain consulting for manufacturers and distributors. We push the pedal down in your operations to make you more agile and help you accelerate business performance 3-5x faster than your peers.