



We help companies overcome performance challenges. Our Supply Chain Assessments could help you too.

WBS Group is a consultancy with a difference. Our approach is not limited to research, analysis and recommendation – we get involved in the hard part of change – the implementation.

The Supply Chain is a critical, integrated end-to-end process - NOT a set of functional departments - and by looking at the end-to-end process of their Supply Chains we help clients reduce waste and create greater supply chain agility. This integrated approach also assists in delivering sustainable step change improvements in performance.

We are the ideal partner for businesses facing immediate and significant performance challenges. We know that when a company needs external support, it needs to be provided quickly, flexibly and targeted closely at the correctly identified business issues. Working with WBS, you get the supply chain improvements you need, without having to divert resources away from core operations or invest in new employees.

Our message is simple yet significant: **we add value**. We improve the productivity of the shopfloor, the backroom and the boardroom. In our experience, the increased margins you will enjoy from these improvements are at least double our fees in the first year and usually much more.

As practical, hands-on people, we don't like to waste your time with unnecessary, inappropriate or trendy theory. Our clients are busy people and they value direct, clear advice – which is what we give – backed by the capability of delivery of the proposed action. All our analysis and solutions are specific and relevant to your requirements, costed, tested and presented with clear and concise rationale.

If you would like one of our Business Development Consultants to visit you and discuss examples of how we have helped businesses like yours, please call WBS Group on 01235 227434.

The cost is minimal when compared to the paybacks in:

- ▶ **Improved employee efficiencies**
- ▶ **Reduced operational costs**
- ▶ **Reduced Inventories**
- ▶ **Increased storage capacities**
- ▶ **Reduced leadtimes**
- ▶ **Improved utilisation of resources**

Working with WBS Group, we have defined new working practices to enable us to improve our efficiencies and allow us to simplify the process, cut out waste and improve resilience of operations. **Premier Foods**



Many organisations leave optimisation of operations and functions to individual production and inventory units, creating a fragmented supply chain. This fragmentation may result in an organisation with poor service levels, excess inventory, conflicting performance metrics, rising costs, inconsistent data and longer lead times to respond to market variations than their competitors. If this describes the scenario your company is in, our **End-to-End Supply Chain Assessment** is what you need. This independent assessment performed by supply chain specialists will, by reviewing the full end-to-end processes within supply chain operations, provide a platform for improvement and ensure full benefits are obtained.

Our Range of Assessments:

End-To-End Supply Chain Performance Optimisation
Timeframe: 4-10 weeks

Warehousing and Logistics Process Improvements
Timeframe: 3-6 weeks

Manufacturing and Operations
Timeframe: 4-8 weeks

From our experience of improving the efficiency of our clients' supply chains, we have seen that not all changes can have a massive impact on performance improvement. Indeed some change have a disproportionate improvement impact. There is a need to identify the **critical** improvements rapidly to begin the implementation of the supply chain and to reap the benefits as soon as possible. Our low cost, low risk assessments either take an overview of your plant, process, product line or overall supply chain to seek out areas where quick returns can be made. It's designed to provide you with an independent 3rd party objective opinion, based on our extensive experience of working exclusively with clients' supply chains. It will also highlight potential estimated benefits and what likely actions you would need to take to overcome the issues. Armed with this information, it will be possible to move with confidence into the difficult task of implementation.

If you have a particular area of concern within your operations we can help with a targeted assessment, such as the **Warehousing and Logistics Process Improvement Assessment or the Manufacturing and Operations Assessment** which are geared towards reducing warehousing costs and improving employee efficiency and improving productivity and reducing costs.

Our Assessments

WBS Group has developed over the last 10 years, a proven system for evaluating supply chain operations: to identify areas where improvements can be made, elimination of non-value add activities, establishing the value (size of the prize) to the business of the identified improvements and developing a route map for implementation of identified improvements.

Our assessments provide an independent, external perspective. Customised to suit the client's needs, each assessment can be performed across the whole of the operation or targeted at a sector of the business or business problem.

Our Assessment Can Tackle These Supply Chain Issues

PLAN	BUY	MAKE	STORE	MOVE	SELL
Forecast inaccuracy	Complex and long NPD cycles	Failure to meet customer demands	Limited control on production output	Untimely shipping schedules	Wrong products
Insufficient, dated information	Slow RFQ & PO process	Excess WIP	Finite storage capability	Emergency and rush shipments	No stock
Fast-changing markets	Inaccurate status visibility	Unpredictable quality	Emergency & rush orders	Minimal in-transit status	Inaccurate delivery promises
Unrealistic assumptions	Excessive expediting	Excessive lead times	Mis-alignment with production facilities	Inflexible routings	Disconnected order entry
Uncertainties and Complexity	Vendor performance	Control of costs	Turnaround times	Multiple deliveries	Lead times not met
		Complex and long NPD cycles			Products in wrong places
PLAN DEMAND	ACQUIRE COMPONENTS	PRODUCE PRODUCT	STORE PRODUCT	DELIVER PRODUCT	ORDER MANAGEMENT

Our Approach

When analysing Supply Chains, we:

- ▶ Evaluate the end-to-end process of the Supply Chain
- ▶ Establish the consequences of the business issue
- ▶ Calculate the cost to the business as a result of the issue
- ▶ Determine where the root cause to the business issue occurs
- ▶ Establish the most suitable solution to the issue
- ▶ Evaluate the cost, effort and time required to implement the solution

We perform these activities in a non-disruptive, non-threatening manner. For the client management team, our approach is consultative.

We hold weekly discussion reviews to check we're on course and we are meeting expectations. In terms of reporting, we provide both a detailed report on findings and an interactive presentation of the key areas of recommendations for the future.

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

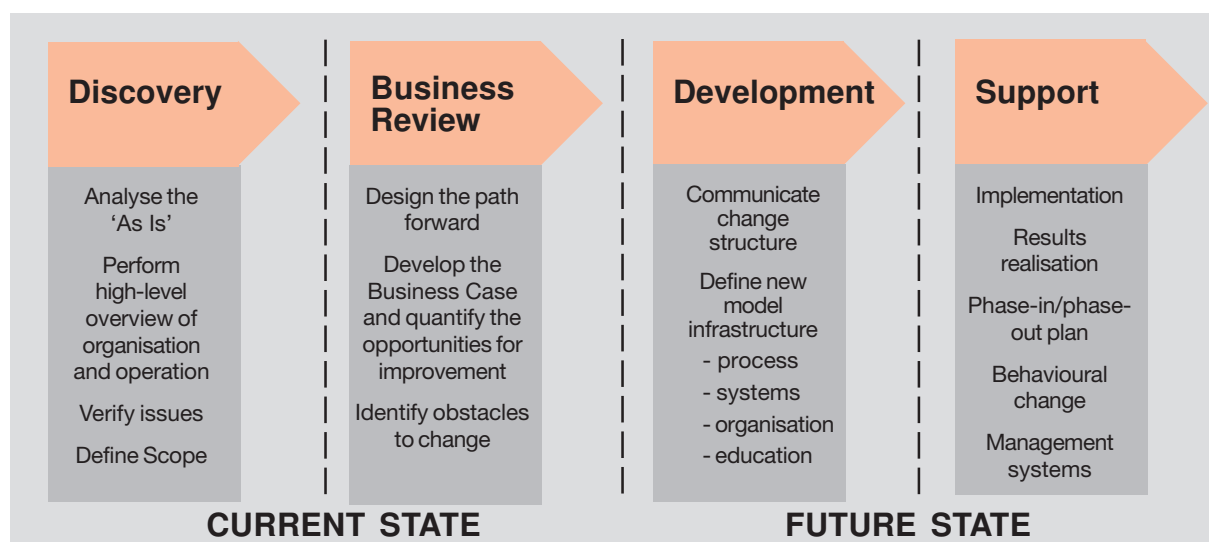
The Assessment Process

As a first step towards making any changes to your organisation, you not only need to know where you want to be, but also where you are right now. Getting a clear view of the current state of your organisation need not be a lengthy and costly process.

DISCOVERY – The activities in this stage include: introduction to the team; understanding the key strategy of the business; overview of supply chain activities; establishing key inputs from key individuals within the client; establishing what data is needed; map out of current demand fulfillment cycle; review of equipment and technology, gather data on processes and KPIs in current use. Relationships with key clients and suppliers are reviewed.

BUSINESS REVIEW– Final data gathering, interviews, analysis and assumption checking. The activities in this stage include: ensuring all data required has been gathered; checking and re-checking accuracy of data; interviewing key personnel to understand actual business activities; checking any assumptions made; formulating recommendations for the future state; key report writing; establishing size of the prize potential; establishing new potential changes and making sure the business case adds up.

DEVELOPMENT– Presentation of results of assessment and proposed next steps. The key areas of the report include: justification of any proposed changes to processes; KPIs in use, layouts, approach etc.; Project plan to achieve all of the above; recommendations for the future. The business benefits that may be achieved (size of prize) are also presented with estimated budgets and timescales for any work highlighted.



Our Services at a Glance

Supply Chain Solutions

- Manufacturing Optimisation
- Application of Lean Principles
- Lean Logistics Management
- Process Improvement Reviews
- Warehouse Layout & Design
- Production Planning Improvements
- Inventory Management
- Value Stream Mapping Services
- Manufacturing & Warehouse Simulation
- Warehouse Management Systems
- Logistics Outsourcing
- Total Productive Maintenance (TPM)

Our Deliverables at a Glance

- Improved Customer Service
- Reduced Operating Costs
- Process Improvement Reviews
- Reduced Labour Costs
- Improved Process Flow Efficiencies
- Removal of Non-Value Added Processes
- Reduced Inventory Levels and Cost
- Improved Information Flows
- Improved Materials Flows
- Efficient Layouts of Facilities
- Reduced Internal Processing Leadtimes
- Knowledge Transfer to your People

Why Undertake an Assessment?

- To get an external perspective on how your operations currently perform – either the entire supply chain or a targeted aspect of it
- Robust starting point for future improvement programmes
- Identification of both positive and negatives
- Structured and proven assessment methodology and tools
- Face-to-face presentation of findings, recommendations and benefits
- Realistic and achievable recommendations
- A set of recommended next steps for implementation

What Happens After the Assessment?

Our strength is turning a business strategy into an implemented reality - we combine our clients' knowledge of their business with our proven specialist skills in improving business performance. So we don't just identify opportunities to improve operating results, we actually implement the changes. We work with both management and front-line personnel, side by side, until the client achieves the projected and sustainable financial benefits.

Our strength is our hands on approach and ability to work with clients to implement strategic solutions. Through an analytical and practical process with a strong bias towards process simplification, resource optimisation and manageable implementation.

What Our Clients Say

"The big difference with **WBS Group** is they do all the research, assessment and evaluation but they are 'working consultants' who then start trying to fix the problem by implementing solutions – rather than overloading the client with the information to try and fix themselves." **Viasys, Cardinal Healthcare**

"I've used consultants before with mixed results. Some are happy to assess and produce glossy reports in a clinical and cold way. **WBS** aren't like that. They are prepared to integrate with the permanent staff to become part of the team, and they do so in a totally non-threatening way. Their willingness to support without dictating is very evident and in that way they get results." **Pall Group**

"Overall I would say the **WBS Group** are skilled professionals, capable of developing and working to, a clearly defined brief, deliver quantitative results within defined timeframes to cost budgets agreed at the outset, and operate on the basis of working with internal project teams to deliver results rather than telling people what should or must be done to succeed." **AGA Group**

WBS Group, Boston House,
Grove Business Centre, Grove Technology Park,
Wantage, Oxfordshire OX12 9FF