

READY, SET, DISTRIBUTE!

IS YOUR DISTRIBUTION
PERFORMING WELL
AND ALIGNED TO
CORPORATE STRATEGY?

WHY ASSESS AND CHALLENGE YOUR DISTRIBUTION?



Beyond its functional role of making products available to the customer – distribution makes your company and supply chain sensitive to the market.

It is in the distribution of your products that you get to stand face to face with your customers and will get an immediate verdict of how well the company is performing. Besides being the link to customers, the distribution forms the internal nexus and must act as a balance between the functions of sales & marketing, production and planning.

Thus we often experience that it is in distribution that the symptoms of a supply chain that is not performing to its best will stand out in form of:

- Many back orders / delayed orders
- Large inventories
- Low stock turns
- To much money spent on "ambulance" transports

HOW WE ASSESS AND CHALLENGE YOUR DISTRIBUTION?

We base of method on an enhanced SCOR model that covers Strategy, Processes, Technology, People/organization and KPIs. When focusing on distribution alone, this method breaks down the distribution strategy into 5 sub-strategies:

1. The order fulfillment and customer service sub-strategy
2. The network sub-strategy
3. The transportation sub-strategy
4. The warehouse sub-strategy
5. The reverse logistics sub-strategy



Across all five distribution sub-strategies we are leveraging the latest SCM thinking via use of questionnaires, maturity models, best practice, data collection, analysis, and metrics & benchmarks.

OUR PROPOSAL

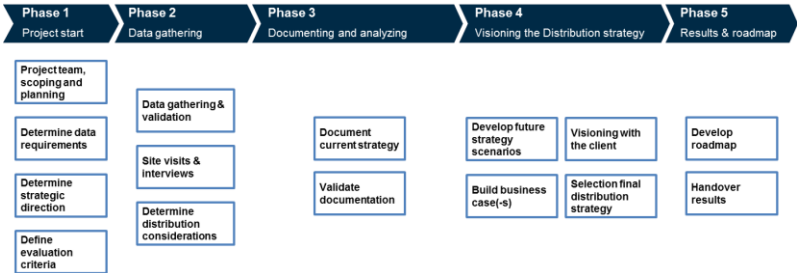
We propose a five step process to help you:

1. Develop and document your distribution strategy

Or if you already have a distribution strategy:

2. Challenge your current distribution strategy and assess whether it is fit for the challenges that lie ahead.

Method for distribution assessment and challenging



In five steps and 10-12 weeks we assess, analyse, and challenge your current distribution setup together with key employees across distribution, sales, production, and planning – potentially even with selected customers and partners.

We base our work on a project-oriented approach which we have applied, tested, and adjusted through many years. This approach ensures that goals are reached in full and in time by providing the basis for:

- a well defined and holistic distribution strategy;
- transparent understanding and control of the supply chain;
- collaborating across functions and hierarchical levels;
- involving and ensuring buy-in from key-stakeholders;
- breaking down activities, goals, and deliverables into more manageable items;
- creating visibility around the improvement initiatives, and;
- making sure that involved employees are devoted to the initiative.

WHAT DO YOU GET OUT OF IT:


We have experienced that many companies could benefit from getting their distribution assessed and challenged, and that the potential benefits of such an exercise more than exceeds the cost of getting it done.

SCOPTI will do this in 10-12 weeks. And once we have carried through the project you will have your current performance documented and get a prioritized roadmap of possible improvements initiatives, that will help you:

- Cut cost
- Free up capital
- Improve service levels and customer service
- Harmonize, standardize, and align distribution with corporate strategy

CONTACT:

Do you want more information on how we can help you assess your distribution strategy and reap some of the above mentioned potentials, do not hesitate to contact us:

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SCOPTI A/S is a Nordic management consulting company dedicated to helping our clients optimize their supply chains from end-to-end. We focus on creating measurable value by optimizing across supply chain structures, processes, technology, and organization & people. We are independent and leverage partnerships with the best certified IT-partners across the world, e.g. Synchronic, Lodestone and major software vendors.