

 **SCOPTI MANAGEMENT CONSULTING**
company presentation



»» ABOUT SCOPTI



SCOPTI WHAT?

SCOPTI is in the market to help you optimize your supply chain - it is as simple as that!

WE HELP YOU!

We help the CEO, CFO, and supply chain leaders in the consumer products, pharmaceutical, industrial production, and energy industries to improve their own company and the company's collaboration with customers, suppliers, and other parties.

HOW SCOPTI OPTIMIZES?

We focus on implementing durable and self-sustaining improvements in your supply chain, which we believe is best achieved by:

- making a change;
- enabling the measurability of change;
- creating clear steering principles, roles, and responsibilities across departments and functions;
- training your people to handle the change by involving them in the process, and;
- leaving knowledge and methods in your organization when we leave.

YOUR GUARANTEE!

The promise of SCOPTI is based on great experience of our consultants from helping others in your industry:

- Novozymes
- Dong Energy
- Carlsberg Breweries
- House of Prince
- Novo Nordisk
- Dyrup
- Statens Serum Institut
- Amminex
- Nycomed Pharma
- Lundbeck
- Toms Group
- and many more

WE COULD HELP YOU:

- Assess and catalogue main challenges and improvement potentials.
- Identify "quick wins" and more substantial improvement initiatives.
- Inspect, benchmark and improve your supply chain service levels, costs, and liquidity.
- Support the development of your supply chain strategy.
- Check product flows and streamline processes by use of LEAN or other principles.
- Drive the change process.
- Improve your leaders' and employees' supply chain management competences.
- Assess and control supply chain risks.
- Update and revitalize the technology and IT systems supporting your processes along the supply chain.

WHY CHOOSE SCOPTI?

We have the experience and capabilities to help you and support you the whole way, from identifying the improvement potentials to implementing and sustaining the initiatives needed to optimize your supply chain.

We optimize Supply Chains and deliver value creation through better service levels, lower costs, higher throughput, lower capital binding, shorter lead-times, better quality, and a much higher level of supply chain capability and better working environment – just to mention a few important value levers.

WHAT WE OFFER:

Best practice and validated methods in combination with highly skilled consultants form the basis for our services - we have applied and adapted them many times and are thus able to deliver valuable results.

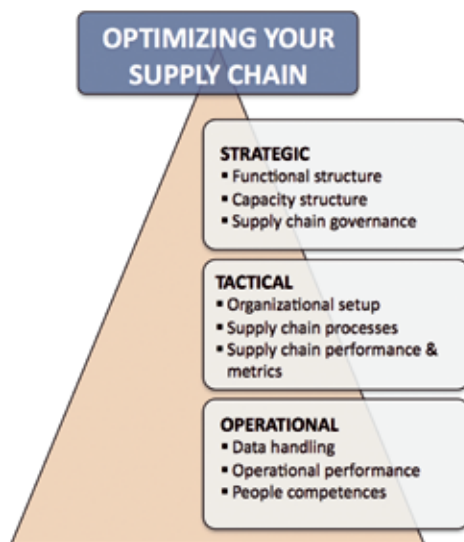
Overall we offer four types of services, each comprising a wide range of solutions to what may be your current challenges:

- Exploit: How to quickly optimize by better exploitation of existing resources, competences and structures.
- Transform: How to optimize by transforming your supply chain.
- People & Organization: How to optimize by upgrading your supply chain organization & people.
- Technology & IT: How to optimize by upgrading your supply chain technology and IT systems.

HOW WE WORK & DELIVER:

In SCOPTI we optimize supply chains based on the principles of making a change, making the change measurable, involving your people, and leaving the knowledge and methods with our clients, and based on a stepwise and project oriented approach.

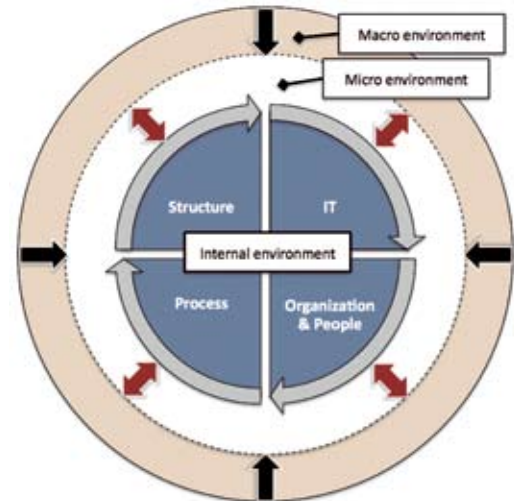
In order to see the full scale of your challenges and understand the full consequences of making changes in your supply chain we take a holistic perspective but work with a specific and perceptible scope.



Whether we are doing a small-scale operational project or a full-scale project across all planning levels, we strive towards aligning your supply chain on a strategic, tactical and operational level.

THE FOUNDATION FOR OUR SERVICES:

Supply chains and how best to manage them vary from industry to industry. Thus to achieve the full potential of a specific supply chain it is a necessity to understand how the directly controllable resources in the supply chain currently play together and how the supply chain is dependent on and interacts with its surroundings.



In SCOPTI we apply validated best practice solutions and adapt them to your environment, or we innovate new world-class solutions. We recognize the challenges that stems from the interaction and interdependence between the supply chain and its external micro/macro environment, and give advice on how best to let the internal structures, processes, IT-systems, and organization & people play together to achieve your full potential.





THE INDUSTRIES WE SERVE



CONSUMER PRODUCTS

DO YOU RECOGNIZE THESE CHALLENGES?

- Speed of execution is too low to effectively handle new product introductions, and phase-outs.
- Difficult to shorten lead-times whilst being able to promise better food safety, higher environmental sustainability, increasing SKU range, more introductions, and better services.
- Consolidation and the relaxation of international trade barriers has contributed to greater competition, overcapacity, and slim margins.
- The full advantages of sharing information with suppliers and customers has yet to be achieved.

WE HAVE DONE IT BEFORE!

We see your challenges and recognize the complexity of the consumer products market and we have the experience, people, and tools to help you knock down hindrances for achieving your true potential. Here is some of the projects we have done for others to improve their supply chains:

- Implement best practice governance principles and processes for demand management.
- Develop a foundation for decision on what supply chain strategy to choose.
- Supply chain design and allocation of production capacity.
- Establish systems supporting efficient and effective new product introductions.
- Set up of new logistics department with the purpose of optimizing shipping, customer service, warehouse, distribution, planning, etc.
- Select and implement SAP SCM across supply chain functions, sales and finance.



PHARMACEUTICAL

DO YOU RECOGNIZE THESE CHALLENGES?

- A shift in age and demographics, changes in diseases, and government regulation are changing the market circumstances.
- Stakeholders are pressuring for shorter lead-times and more customization.
- The synergetic effects and gains of coordinating and streamlining processes connected with new product development and introduction across functions have not yet been fully achieved.
- Regulation and compliance has slowed down the flow of goods and created inefficient processes and collaboration along the entire supply chain.
- Increasing volatility in the pharmaceutical supply chain calls for new solutions to secure the company's competitiveness.

WE HAVE DONE IT BEFORE!

We have wide experience in dealing with the complexity of the pharmaceutical market and the many challenges you are facing, and can help you optimize your supply chain. Here is some of the projects we have done for others in the pharmaceutical industry to improve their supply chain:

- Identify improvement and cost reduction potentials and help launch the needed initiatives to achieve those potentials.
- Streamline business processes, from finished goods back to procurement.
- Implement SAP SCM.
- Develop Supplier Relationship Management across the supplier portfolio.
- Implement new S&OP process and forecasting tools.
- Reduce lead times and costs through LEAN.



INDUSTRIAL PRODUCTION

DO YOU RECOGNIZE THESE CHALLENGES?

- Your supply chain and production system is not suitably agile and adaptable, and thus hinders the changeovers that are required when disruptive events like the financial crisis occur.
- Supplier risks have intensified due to volatile prices and change in the suppliers' market structure.
- The market has become even more complex and competition has intensified due to the globalization and opening of markets.
- Low cost opportunities has not fully been seized and you see high potentials still for your supply chain.
- Is now the right time to consolidate and change/expand the current supply chain design?

WE HAVE DONE IT BEFORE!

We can help you meet those and other challenges, and getting you one or more steps closer to an optimal supply chain. Here is some of the projects we have done for others in the industrial products market to improve their supply chains:

- Develop a basis for choosing the right supply chain strategy and planning capacity.
- Develop a market oriented service concept for both standard products and configurational solutions.
- Identify and initiate short term and long term improvement potential.
- Business process reengineering and optimization.
- Evaluation of planning and scheduling capabilities.
- Simulation and development of optimal manufacturing sites and inventory location across EMEA.
- Financial projections of expansion across EMEA and USA, to the board and owners.
- ERP implementations focusing on SCM-functions, QA/QC-functions, and Service-functions.



ENERGY

DO YOU RECOGNIZE THESE CHALLENGES?

- The internationalization of markets has led to increased competition, decreasing prices and thus the need for streamlining and optimization.
- The quick liberalization of the Danish energy market has entailed a too quick transition from the business being based on the "pay for itself" principle to being based on the principle of market.
- To be able to comply with new market structure and meet the end-user's demands, a restructuring and harmonization of the organization and reengineering of processes is needed.
- It is challenging to comply with and keep our organization trained to comply with new regulatory demands.

WE HAVE DONE IT BEFORE!

We recognize the challenges one needs to deal with when operating as a quasi-private company in the energy market, and thus being able to compete on price and effectiveness whilst complying with political and legal demands. Here is some of the projects we have done for others in the energy sector to improve their supply chains:

- Setting up standards for Quality, Health, Safety & Environment (QHSE) to be used across the organization in order to ensure a safe work environment and compliance with law.
- Specifying and defining process and reporting demands related to regulatory production data across power plants.
- Analyzing the consequences of future changes in market structures on owner strategy and capacity allocation based on a financial and environmental cost-benefit calculations.
- Simulation of gas supply scenarios and contractual service obligation consequences.
- Business Intelligence and Reporting in oil and gas production.



THE SERVICES WE OFFER



EXPLOIT

EXPLOIT YOUR FULL POTENTIAL

Recent research shows that 4 out of 5 companies are not realizing their full potentials.

From working a long list of Nordic and international companies we recognize the challenges of fully achieving the potentials of existing supply chain structures, processes, IT, and organization & people.

Therefore we have put together a package of solutions that can help you improve and optimize your supply chain by better exploitation.

WE CAN HELP YOU:

- Assess and catalogue main challenges and improvement potentials.
- Identify “quick wins” and more substantial improvement initiatives.
- Inspect, benchmark and improve your supply chain process performance across demand & supply planning, sourcing & procurement, manufacturing operations, logistics & distribution, reverse logistics, and product development & introduction.
- Lower your costs and required liquidity level, and improve service levels.
- Secure a higher and more effective compliance to regulatory demands in the supply chain e.g. related to HACCP, FDA, and QHSE.
- Assess your business and IT alignment and secure a better exploitation of current supply chain IT systems.
- Identify competency requirements and secure a lift in your people’s supply chain knowledge, roles, and responsibilities.



TRANSFORM

TRANSFORM AND REALIZE NEW POTENTIALS

When the potentials of the existing supply chain setup have been fully realized, or disruptive events necessitates more substantial changes in the supply chain we can help you transform and adapt to the new situation.

In SCOPTI we are capable of working at all levels in your supply chain and lead you all the way from scoping and initiating the transformation to implementation and ensuring that changes and improvements are measured and sustained.

WE CAN HELP YOU:

- Support the development of your supply chain strategy and concepts.
- Assess and restructure your capacity setup.
- Outsource activities to low cost shared service centres or low cost manufacturing sites.
- Assess and restructure your working capital setup.
- Redesign your distribution network.
- Check product flows and sanitize the product portfolio.
- Standardize and harmonize global supply chain processes.
- Assess and control supply chain risks.
- Manage change.
- Manage selected projects or the whole transformation programme.



ORGANIZATION & PEOPLE

UPGRADE YOUR ORGANIZATION & PEOPLE

The supply chain does not function without the use of people, and the supply chain can only be optimized if people have the right competences, are organized correctly, and have the right tools.

We deliver results and improvements based on changes, and know that changes will only be sustained if the people affected accepts the changes and are skilled to handle the new ways of working. By involving your supply chain employees and leaders we make sure that they take part in, comprehend, and commit themselves to the changes and improvement needed. We upgrade people's and leaders' supply chain competences, and restructure the way they are organized, if required.

WE CAN HELP YOU:

- Asses your supply chain organization performance and identify development needs.
- Redesign roles and responsibilities in a new organizational setup to comply with new, optimized supply chain processes.
- Identify unexploited talent in your leaders and employees and develop learning plans for the rest.
- Train your supply chain leaders and employees in LEAN, Sales & Operations Planning, Production Planning/MRP, new steering principles and specific supply chain theory, e.g. using class room training, work shops, and games.
- Assess the organization and people change readiness before introducing change.
- Assess and revitalize cultural values and leadership communication.



TECHNOLOGY & IT

UPGRADE YOUR SUPPLY CHAIN TECHNOLOGY

Just as the supply chain will not function without the use of correctly skilled people, today your supply chain will not function either without the right set of tools: Supply chain technology and IT systems.

We have often experienced that companies are not achieving the full business potential as business and the supply chain technology/IT systems are misaligned and not compliant with the overall business strategy.

Together with certified IT-partners in Nordic and worldwide, we have put together a number of solutions with a combined business & IT focus, which enables us to help you optimize by upgrading your supply chain technology and IT system.

WE CAN HELP YOU:

- Assess the degree of alignment between business and IT, and whether full potentials are realized.
- Identify and implement Advanced Planning & Scheduling systems (e.g. SAP SCM).
- Choose the right supply chain technology for the activities along the supply chain (e.g. RFID, LES, MES, POS, EDI, MDM, DADAS, and GUSI).
- Identify and implement business intelligence systems (e.g. MS Excel/Access, SAP BW, Business Objects, Oracle, and SAS).

Nordic Contact:

Henrik Knak, Partner
mobile: +45 6177 1316
email: hkn@scopti.com

www.scopti.com

SCOPTI A/S, Vesterbrogade 149, Building 12, 3rd, 1620 Copenhagen V, Denmark, office phone: +45 3013 5361, fax: +45 3321 1566



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.

