



Case Study

Accelerating Cash Flow Through Supply Chain Management

Challenge

Confronting escalating oil and gas prices, a manufacturer already knee-deep in operating cost reduction required more savings in supply chain and distribution costs in order to maintain investor confidence and return a profit.

Result

- Lowered the supply chain cost structure while doubling inventory turns and maintaining/improving service levels
- Reduced freight costs 50% while improving lead time performance for key customer
- Significantly reduced overhead and supply chain costs with top Canadian distributor
- Optimized truckload and warehousing efficiencies

What We Did

Developed and implemented a supply chain strategy:

- Identified key supply chain profit drivers and fit with the company strategy
- Developed win-win partnerships with supply chain partners (customers, suppliers, carriers etc.)
- Jointly collaborated to develop supply chain programs to achieve the optimal combination of service/ quality and profits throughout the supply chain

