



Supply Chain Management Services

Answers for the ext@nded ent@rprise

CLIENT CHALLENGES

- *Identify the optimum business solutions for your supply chain*
- *Seamlessly integrate technology*
- *Manage supply chain performance to deliver improved financial results*
- *Sustain and improve operations*

How can you create a supply chain that truly delivers as-promised and drives the success of all business partners? In a global marketplace, where everyone does business at e-speed, organizations face the challenge of uniting technologies, processes, and partnerships to achieve measurable cost improvement and gain competitive advantage. To meet this challenge, organizations need to identify a new set of strategic questions—and answers.

Historically, Supply Chain Management (SCM) operated within the confines of a corporation's internal operations—front office (marketing, customer care) and back office (core functions of order fulfillment, purchasing, distribution, inventory management) with a focus upon maximizing operational efficiencies. This focus has shifted over the last decade to enhanced supplier relationships and strategic procurement. Now, with the surge in Web-enabled

technologies, the supply chain has extended to include not only trading partners, but end-consumers in a network of relationships. In this new e.Commerce environment, real time consumer transactions and the speed of the Internet make efficient and effective supply chain operations a requirement for business success.

Achieving efficiency and effectiveness in SCM, however, has never been easy. One of the big questions is “How do I strike the right balance between technology and process to deliver business benefits?” The difficulty in answering this question is reflected in large scale IT initiatives such as enterprise resource planning (ERP) implementations, which, by and large, have not delivered the full measure of promised benefits. Another huge question is “How do I best manage partnerships and alliances?”. Business-to-business relationships often begin with great expectations, but fail when internal processes become too cumbersome and make doing business difficult. The risks are high.

DMR's Supply Chain Management services reduce the risks by helping you ask—and answer—the right set of strategic questions for effective SCM in the extended enterprise and the evolving world of e.Commerce. You will better understand how to design an extended enterprise supply chain, and how to build an SCM infrastructure founded on flexibility, agility and results. And to help you execute your SCM strategy, DMR also offers SCM Management Services, SCM Technical Solution Services, and SCM Operations Support.



The r@ults people

UNITE TECHNOLOGIES, PROCESSES, AND PARTNERSHIPS

DMR's Supply Chain Management services unite process, partners, and technology to drive bottom line improvements and create value for all stakeholders. DMR's SCM services apply best practices and benchmarks from a variety of industries. Technology solutions are determined based upon strategic value and leverage for your organization, its partners, and customers. You gain a clearly articulated supply chain vision that is implementable, measurable, and results-oriented.

As illustrated, DMR views effective supply chains as hubs integrating business processes and software applications across an extended enterprise network—from its multiple points of sale to its multiple sources of supply.

DMR's SCM services assess the efficiency and cost of operating these supply chain "hubs" by providing senior management with an assessment of your organization's supply chain against benchmarks and best practice comparison to best-in-class competitors and peers. This rigorous, balanced approach results in a reliable SCM framework that will help you attain technology *and* business goals.

FROM STRATEGY DEVELOPMENT TO IMPLEMENTATION

DMR's Supply Chain Management services start by creating a strategic context for procurement, distribution, and inventory management in your organization. This context emerges from

identifying links between processes, organizations, people, and technology, and by working with your extended enterprise network to find meaningful answers to the right strategic questions:

What is the strategic importance of procurement, inventory management, logistics, and order fulfillment within my organization?

DMR teams with your company to identify the strategic importance of SCM within the context of the company's overall strategic vision. Development of high-level Results Chains identify business and technology initiatives that will improve bottom line results and promote business growth.

How can I improve my processes to generate value and meet my business objectives?

The DMR team works with your company to make thorough and effective plans for improvements, changes, and new ways of performing old tasks to reduce costs or generate additional revenue. You are assured that DMR process improvements will produce the expected results because the DMR team employs DMR's highly successful Benefits Realization methodology.

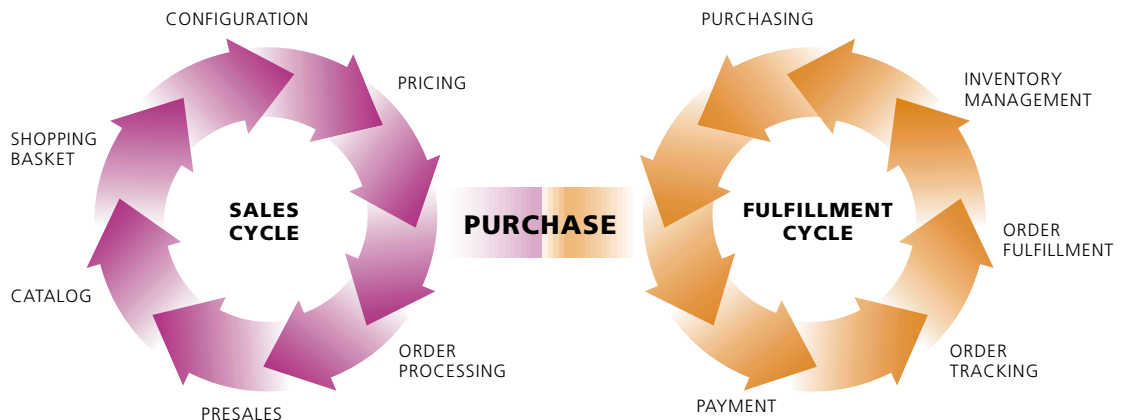
How do I achieve these results?

DMR will implement business and technology improvements within your company, ensuring that business processes, employee skills, and technology solutions are synchronized to produce maximum benefits to your organization. DMR offers extensive project management capabilities for SCM.

How do I sustain my operations?

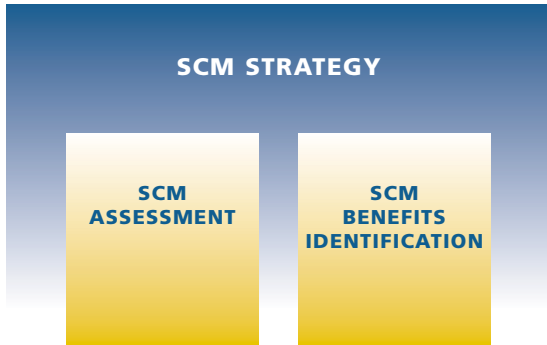
DMR follows through with post-implementation support to ensure maximum benefits are realized and *results* are achieved.

Interacting "hubs" of integrated processes form effective supply chains.



DMR SUPPLY CHAIN SERVICES

SCM STRATEGIC SERVICES

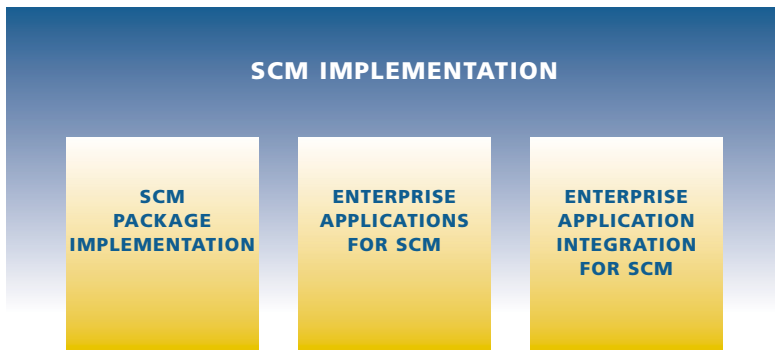


BUSINESS SOLUTIONS

SCM MANAGEMENT SERVICES



SCM TECHNICAL SOLUTION SERVICES



TECHNOLOGY SOLUTIONS

SCM OPERATIONS SUPPORT



DMR offers a full spectrum of SCM services.



THE BOTTOM LINE

Using the DMR approach to Supply Chain Management, your entire organization and your trading partners can gain competitive advantage through a cohesive and united strategy focused on getting the right products to the right people at the right time and at the right price.

Once your strategic direction is set, DMR can provide the expertise to design, implement and sustain your business or technology solution.

Integration of DMR's Supply Chain Management expertise with DMR's e.Commerce and Benefits Realization Services helps you architect cross-partner supply chain management programs that are fully integrated and employ collaborative processes and technologies to achieve maximum benefit.

In today's rapidly changing business environment, a truly integrated supply chain network differentiates the winners from the rest of the pack.

www.dmr.com



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