



# Take control of your supply chain

Philips Industry Consulting

**PHILIPS**



# Is your supply chain under control?

Keeping your supply chain running smoothly can be like spinning plates. You have to constantly monitor every aspect or the whole thing could tumble down. All it takes is one shaky plate to send the others out of control. Yet, with the right know-how, you can turn your supply chain operation into a maestro's performance.

Whether you're setting up a new supply chain or optimizing an existing one, Philips Industry Consulting puts you in control. Through a blend of knowledge and hands-on experience, we help you achieve top performance. Your supply chain will run smoothly, fully in line with your business goals.

In today's world, trends like globalization and outsourcing, and the need for greater supply chain flexibility, mean you have to keep ever more plates spinning. But the targets remain the same: faster, cheaper, better. So our consultants work closely with you in a pragmatic approach that delivers agility and faultless results.

Our unique combination of theoretical expertise, practical experience and perseverance helps you discover how to keep everything spinning perfectly. The decisions you make at boardroom level will be successfully deployed in your daily operations. And your supply chain will fully support your strategic ambitions – now and in the future

## We help you:

- Industrialize and bring new products to market at the right time, cost and quality
- Improve your Sales & Operations Planning process to ensure continuity of supply in line with your customers' demand
- Analyze and (re-)design your supply chain based on quality, cost and delivery targets
- Improve your Source, Make, Deliver and Return processes to guarantee the required cost and service levels
- Optimize stock levels with minimal obsolescence risk
- Make the right in- or outsourcing decisions and select the right supplier at the right cost to support your business needs
- Transfer and ramp-up operations whilst maintaining ongoing business for your customers
- Implement a lean culture in your supply chain organization

# A supply chain for top business performance

If you're setting up a supply chain to meet new strategies, challenges or markets, our two-step approach starts by getting your supply chain in motion.

## Setting the plates spinning

We always begin supply chain set-up projects with a strategic alignment phase. Analyzing your current situation against your business targets is key to delivering the right performance.

Our experts work together with your employees to identify priorities, carry-out benchmarking and define an overall approach. You can also call on our strategic advice to make the right decisions on 'the what and the how' of your approach. Finally, we create detailed plans for putting your new supply chain in place.

## Keeping them all spinning smoothly

Once the plans are defined, we don't leave you to do it all on your own. Our experts stay with you throughout the implementation of your strategy and roll-out your new supply chain. Working either as part of your team or as an external project manager, they manage your implementation project from start to finish. In both cases, they make sure the project is implemented correctly and on time.

But we do more than simply help you start the plates spinning. We coach and train your people so everything stays running smoothly. Through a mix of classroom courses and on-the-job training, your people gain the skills and knowledge to ensure your supply chain continues to meet your businesses needs.



# Avoiding knock-on problems

To fix a supply chain problem or optimize an existing supply chain to meet your business needs, you need to look beyond the obvious symptoms to find the real cause. Solving only the visible symptoms can result in the 'pain' being moved to a different place or cause other problems later. So we begin by analyzing your entire process, not just the part that directly feels the pain.

This lets us develop business critical solutions that will keep your supply chain running at peak performance and meeting your needs for years to come. And once we've agreed the solution, we'll make sure it's implemented.

We'll help you develop detailed plans for the necessary changes. Then our experts can manage your change projects, leaving your supply chain manager to focus on daily operations. So everything continues to run smoothly and the changes are implemented on time.



# Why Philips Industry Consulting?

Our supply-chain know-how is based on an outstanding heritage. Philips Industry Consulting is part of Royal Philips Electronics, a global company that has been developing, manufacturing and distributing products around the world for over a century.

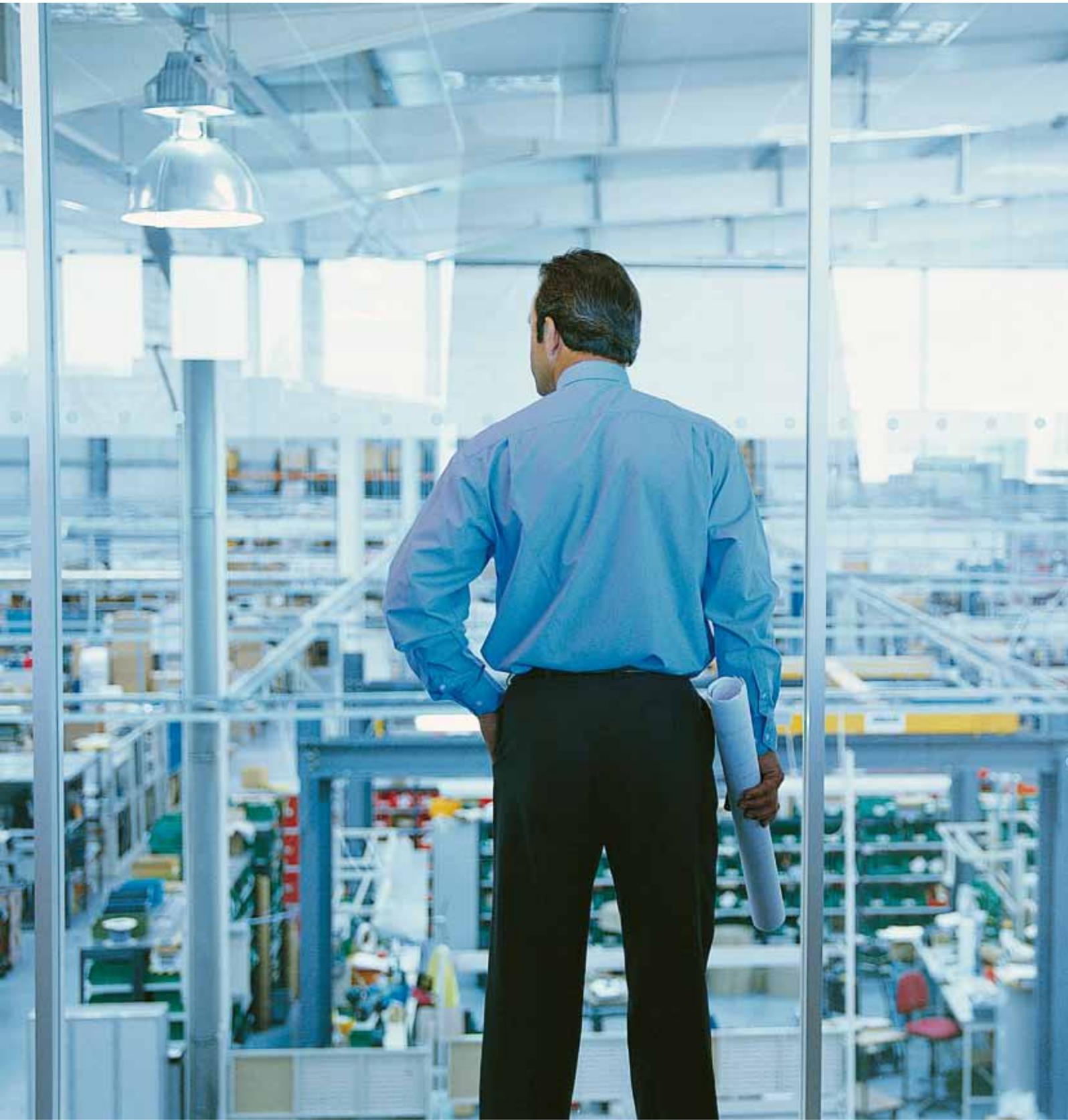
In that time, we helped Philips to set-up supply chains in every region of the planet, for established and emerging markets, and for products ranging from light bulbs to highly sophisticated medical imaging systems.

## **Knowledge + Experience + Perseverance = Success**

Drawing on this background, Philips Industry Consulting's experts offer a unique blend of academic knowledge and hands-on experience, combined with a drive to succeed. All our consultants have a minimum of ten years experience in supply chain management. So whatever your supply chain issue or business challenge, you can be sure our people have seen it before and know how to handle it.

With their mix of skills and practical experience, our consultants are as happy talking to the people on the shop floor as to the CEO. They can help you to balance the needs of all the relevant stakeholders and deliver results based on a pragmatic approach summed up in the words: "Let's get this done together!"





**Philips Industry Consulting is part of Philips Innovation Services**

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