



BFG ConsultingGroup

The Strategic Impact of Supply/Demand Chain Collaboration

It is a fact of business life, but a very misunderstood one, that all organisations compete with their supply/demand chain, not just by themselves.

Companies that try to compete by themselves, and most do, are not using smart tactics because there are a multitude of activities outside their control which impacts on the productivity of their business.

If managed effectively the supply/demand chain can provide a major source of competitive advantage.

This can be found:

- Firstly in the ability of the company to differentiate itself in the eyes of its customers, and
- Secondly by operating at lower cost, hence greater profit.

BFG Consulting Group offers the following approach to organisations interested in making improvements to their supply/demand chain operations:

- a review of the company's Supply/Demand Chain using our comprehensive questionnaires to audit the companies operations and supply/demand chain and report with recommendations for improvements.

This collaboration program will have the following benefits:

- The generation of sustainable customer value eg lowering customer costs or improving customer productivity.
- Driving costs out of the chain thereby improving efficiency.
- Innovation in the application of chain management practices to create differentiation in products, processes or services and in using modern technology to improve information exchange, build chain transparency and enhance chain relationships.
- Building the skills and capability of chain participants.

The program will be useful for the following:

- The CEO and or General Manager
- Sales & Marketing management
- Plant and operations management
- Human Resource management
- Financial Management



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SUPPLY/DEMAND CHAIN COLLABORATION PROGRAM

INVITATION

If your firm is interested in gaining a sustainable competitive advantage in the market place by:

- *Retaining key customers*
- *Lowering supply chain operating costs from internal and external activities*
- *Creating a value added culture across the Supply/demand chain*
- *Using e-business to improve information flow*
- *Lowering distribution costs across the supply/demand chain*

Join the Supply/Demand Chain Collaboration Program

Expressions of Interest

BFG Consulting Group offers organisations a workshop based program to Strategically position the company in collaboration with Suppliers and customers, to create a sustainable competitive advantage.

Program Objective

To assist firms to gain a sustainable competitive advantage by developing collaborative programs with Suppliers and customers, thereby improving profitability

Program Facilitator

BFG Consulting Group delivers consulting services to organisations to significantly improve performance through Supply/Demand Chain Management, Strategic Planning, Marketing, Operations and Innovation. BFG has worked with many firms including Hewlett Packard, Shell and Borden Chemical, St Gobain Abrasives, Amcor, on supply chain and logistics projects and also lecture in this field at University level.

Expressions of Interest are sought from organisations wishing to retain key customers develop strategic suppliers and create collaborative supply/demand chains

Program Delivery

The Program consists of two half-day workshops plus two half-day one-on-one site visits over a 9/10 week period. A Workshop Manual, Diagnostic Workbook and PowerPoint overheads will be provided to each participant.

BFG will review with each participant their company's Supply / Demand Chain and Logistics Management Operations using the Diagnostic Workbook and write a report with recommendations for improvement.

BFG Consulting Group
Supply/Demand chain collaboration program
Expressions of interest to:
Jeremy Gilleard jgilleardbfgconsulting@gmail.com
Kevin Frayne kevinfrayne@bigpond.com

Full name: _____

Position: _____

Organisation: _____

Address: _____

Phone: _____

Email: _____