

LIM Sales and Consulting, Inc.

Core competency coaching with a simpler “Less is More” approach

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“To survive, you must remove complexity.”
“The simplest way to do this is to re-focus your efforts/resources on your core competencies”

"Less is More"

4PL Materials Management Group

There is great pressure on companies to expand their global sourcing initiatives while continually trying to improve their supply chain efficiency.

Rising to the occasion, many providers have stepped outside of their core competencies and claim to offer "one stop shopping" for all supply chain needs. Most times, they do this by sub-contracting/brokering portions of the client needs and this is not fully transparent to the client.

The client sooner or later has a problem because they are not in direct communication with the sub-contracted supplier and poor management practice by the broker is generally blamed.

To avoid this, LIM has developed many valuable relationships with other providers of supply chain services and shares these outside resources with clients.

This results in a fully transparent business relationship utilizing a focused team that can plan, execute, and implement effectively in many distinct areas.

Group Services and Capabilities

Effective Management	Cost-Effective Sourcing	Warehousing & Logistics	Value-Added Services
<ul style="list-style-type: none"> ✓Pre-Launch Risk ✓Launch control ✓Project Management ✓QMS, EMS, BMS ✓Internal Audit ✓APQP - PSO - R@R ✓Supplier Evaluation ✓Technical team in China ✓Representation in India ✓Internationally certified ISO auditors ✓Tooling and product design team(s) in USA & India 	<p style="text-align: center;"><u><i>Products</i></u></p> <p style="text-align: center;"><i>Aluminum/Iron Castings</i></p> <p style="text-align: center;"><i>Metal stampings</i></p> <ul style="list-style-type: none"> ✓Component suppliers-China ✓Component suppliers-India ✓Component suppliers-Mexico ✓Component suppliers-USA <p style="text-align: center;"><u><i>Services</i></u></p> <p style="text-align: center;"><i>Machining</i></p> <p style="text-align: center;"><i>Assembly</i></p> <p style="text-align: center;"><i>Tool and Product Design</i></p> <p style="text-align: center;">Our suppliers become your suppliers.</p> <p style="text-align: center;">We do not broker product or services unless requested.</p>	<ul style="list-style-type: none"> ✓Fixed warehouse locations throughout the mid-west ✓Global warehouse location services ✓Complete inventory control including Lot Trace, FIFO, sequencing, and JIT ✓Cross-dock capabilities ✓FTL management mentality (in/out) ✓Over 200 trucks available ✓EDI capable 	<ul style="list-style-type: none"> ✓Incoming-final inspection ✓Re-pack to client needs ✓Kitting - Assembly ✓Sorting-Containment <p style="text-align: center;">-your location or ours-</p> <ul style="list-style-type: none"> ✓Assembly plant liaison(s) ✓Pre-Shipment Inspections <p style="text-align: center;">All services available in USA, China, & India</p>

Phased Integration of Supply Chain

(Typical Tier I Automotive Cost Savings Example)

Phase I Implementation

Scope:

Management of Asian finished goods including logistics from broker, incoming inspection, repackaging, container management, inspection and containment, customer interface, & product shipment to customer. Phase I to be conducted in centralized outside warehouse facility with location TBD.

Phase II Implementation

Scope:

Management of Asian supplied components including logistics from broker, incoming inspection, repackaging, container management, inspection and containment, plant interface, & component shipment to using manufacturing plant. Phase II to be conducted in previously established warehouse facility "and/or" in client facility. SOP will be to receive FTL, provide internal services, cross-dock to plant specific trailer, and ship when trailer is full.

Phase III Implementation

Scope:

Management of domestically supplied components including logistics from supplier, incoming inspection, repackaging, container management, inspection and containment, plant interface, & component shipment to using manufacturing plant.

Phase III to be conducted in previously established warehouse facility "and/or" in client facility. SOP will be to receive FTL, provide internal services, cross-dock to plant specific trailer, and ship when trailer is full.

Industry Statement(s)

Industry experts typically report that simple consolidation and management of the supply chain can net an overall 10% improvement in supply chain costs.

It is also believed that the future competitive position of Tier I automotive suppliers is more closely related to management of an integrated supply chain rather than actual product costs.

Other examples of conservative savings at maturity include:

- 1- Cash-to-Cash Cycle Time = 24% reduction
- 2- Inventory days of supply = 22% reduction
- 3- Inventory carrying cost = 28% reduction
- 4- Total Obsolescence for Raw Material, WIP and Finished Goods Inventory = 44% reduction
- 5- On-time delivery performance = 11% better
- 6- Order fulfillment leadtime = 14% quicker

Information above is based on benchmarking studies of manufacturing companies that have implemented practices with KPI's based on SCOR® Metrics.

Continuous improvement of these systems to Best in class (top 20% of manufacturers surveyed) increases the results by 10% to 40% depending on the metric.

GENERAL BENCHMARK SOURCES

[APOC OSBC Research](#)
[Best Practices - Benchmark Reports](#)
[CAPS Research](#)
[Manufacturing Performance Institute](#)
[Montgomery Research, Inc.](#)

SCOR® METRIC BENCHMARK SOURCES

[AMR Research](#) - AMR Benchmark Analytix Service
[iCognitive](#) (formerly SIMTech SCM Center)
Benchmark Survey on behalf of the Supply Chain Council Southeast Asia Chapter.
[Supply Chain Council](#)
[Performance Measurement Group](#)

LIM Advantages

- 1- Personal background and experience with systems and methods.
- 2- Group management structure ensures effectiveness and versatility
- 3- Guaranteed full transparency
- 4- Prepared to make the most logical Win/Win based proposal in order to realize the opportunity:
 - ✓ Standard proposal based on full capitalization by LIM
 - ✓ Proposal based on operating costs plus agreed upon margin provided that client participate in initial capitalization
 - ✓ Succession proposal based on declining margin with function fully capitalized by client and transferred to client in 2-3 years
 - ✓ Succession proposal based on declining margin with shared capitalization allowing LIM to utilize same facilities for other clients

With corporate guidance, support, and access to cost information for these activities, LIM can coordinate the initial cost savings assessment including an accurate implementation proposal using the management group resources previously outlined.

Cost comparison proposals for ongoing services or products can also be provided based on available internal information.