

**The Industry Challenge**

The construction industry, both commercial and residential has long been a barometer of the economic health of communities and even countries. However, in a complex, global economy, firms face new challenges:

- Determining the right sources of construction materials worldwide
- Planning for right levels of inventory and timely deliveries of materials
- Navigating through the complexities of global procurement, logistics, taxation, customs etc.

**Our Response**

Having dealt with each of these challenges with several of our clients and partnering firms with whom we have close ties, we are able to assist other firms in effectively managing their supply chains. We bring advanced supply chain planning expertise, learned from years of developing and implementing best practices in Construction, Retail, Electronics and other industries.

**Our Services Portfolio**

Our services are organized into two major classes – Planning & Analytical Services and Operational Support Services. There are many facets of planning, such as – Design, Source, Inventory, and Logistics. The output of planning activities drive operations. There are several operational functions that can be handled by us, as an extension of your organization. This relieves you from having to manage these activities and instead frees you up to build your business. This mode of operation is cost efficient and effective, with our experienced resources and services. In today's shifting business models, businesses need to be agile. Success requires right planning and great execution, through creative partnerships.

**Planning & Analytical Services**

**Strategic Sourcing & Analysis**

- Identify, qualify and shortlist suppliers
- Align requirements with capabilities
- Develop comparison of costs, and service levels
- Scorecard supplier performances
- Perform cost-benefit analysis of sourcing options

**Material, Inventory, Distribution, Facilities Planning**

- Review project design and material fit
- Review/develop takeoff from project data
- Perform inventory planning based on lead times
- Develop optimal routing, storage and delivery plans

**Project Planning**

- Develop/review project feasibility plans, budgets,
- Define project profitability measures and trade-offs

**Operational Support Services**

**Global Logistics Management**

- Co-ordinate schedules with global (Asia) suppliers
- Co-ordinate ocean shipments with ocean liners
- Track and trace shipments w freight forwarders
- Clear customs, work with trans-loaders
- Negotiate and work with inland freight forwarders

**Procurement Management**

- Verify and handle POs paperwork with suppliers
- Convert POs to shipment orders
- Route shipment orders to staging areas for delivery
- Reconcile Receipt Docs with POs

**Workforce Management**

- Track project budget to actuals by project, crew
- Suggest crews based on OT exposure, completions

All these services can be provided on a monthly, quarterly, yearly or on an as-needed basis

**Case Studies**

**Regional Distributor**

- Operational support for global logistics – handling importing, tracking production and delivery schedule with overseas suppliers, domestic port customs clearance, working with agents and freight forwarders for transloading and local deliveries – *Operational savings of 25%*

**National Home Builder**

- Analysis, assessment to change sourcing practices. Development of business plan, and implementation plans to buy, move, stage, assemble and deliver construction materials to jobsites. *Expected savings – 15%*

**New England based construction firm**

- Program to transition them into a branded marketing and distribution firm - historical sales & margins analysis, portfolio planning, price modeling, establishment of sourcing & distribution network -*Efficiencies achieved in sourcing - 10%, Revenue growth anticipated - 8%*

**Large Service Provider**

- Workload forecasting and labor planning for projects across 5 states, based on weather, infrastructure and other factors, optimizing customer service targets with budgets and overtime spend. - *Decrease in labor spend by 5-8%*