

## **JQ RSIMS LOGISTICS CONSULTANCY AND SPECIALIST CONSULTANCY DIVISION**

JQ RSims Consulting Asia Pacific Sdn Bhd will help you improve your Supply Chain and Logistics Performance and support your company's business strategy, and environmental and customer service objectives.

We have already successfully achieved this for a wide range of companies from 'blue chip' organizations through to smaller companies.

Our strength is our experienced team who provide expertise and commitment on a flexible basis tailored to client's needs."

- Independent Objective Expertise
- High Quality Experience
- Positive Recommendations
- Successful Change Management

Founded in 2001, JQ RSims has earned an excellent reputation for providing high quality experience and solid expertise in Supply Chain and Logistics Consulting and Interim Management.

JQ RSims has successfully moved towards the top of supply chain & logistics consulting because we understand the need for delivering real tangible business benefits. Supply chain improvements are only worthwhile if they result in business advantage. Whilst our specialists focus on the detailed solutions, JQ RSims Senior Partners firmly focus on the board level viewpoints and ensure competitive advantages are successfully achieved.

### **HIGH QUALITY EXPERIENCE**

The Company comprises ten Senior Partners plus a team of highly capable and proven consultants.

All the team:

- are Senior Experienced Professional Consultants
- specialize in Supply Chain & Logistics
- have Strong Management Backgrounds
- have worked at Senior Board Level through to Detailed Operations Implementation

JQ RSims has established an impressive client base that repeatedly chooses us because of the quality and experience of our consultancy team.

## **INDEPENDENT OBJECTIVE EXPERTISE**

Projects are tailored exactly to client needs and are strongly focused on achieving performance improvement aligned to and supporting the business and customer service objectives. In particular JQ RSims has the capability to provide expertise in modeling, evaluation and assessment and also the in-depth experience and knowledge to deliver practical and achievable solutions.

## **DEDICATED PROJECT MANAGEMENT**

Projects tend to go through a number of phases that might include strategic assessment, external comparisons, solutions development, and operational design through to change management. This range of skills is often difficult to find with many logistics consultants. JQ RSims's approach is that one of the Senior Partners is dedicated to work closely with the client throughout the project, providing total continuity of project management. At the same time we will draw on the individual consultants with the right experience and expertise to successfully undertake each phase. This approach has proved hugely successful and in addition to providing the client with total continuity, ensures that the detailed issues are all understood and ultimately the business benefits achieved.

## **POSITIVE RECOMMENDATIONS**

All our consultants are from management backgrounds and have expertise and in-depth knowledge of many sectors, together with proven experience in successfully identifying and implementing improved supply chains.

JQ RSims has a strong philosophy and commitment to building in long-term sustainability. This starts with the early involvement of the client team and continued participation through to developing the solution and finding a positive way forward. As a result this ensures:-

- a solid basis for the recommendations
- recommendations which produce real and tangible benefits
- staff commitment to successful implementation process
- risks of change are minimized.
- Staff capability is increased through this participation with a transfer of skills and increased knowledge

## **SUCCESSFUL CHANGE MANAGEMENT**

Finally, JQ RSims are always prepared to take responsibility and accountability for change management and our team has a well-earned excellent reputation for successful Implementation Management.

## **Logistics Consultancy**

In recent years supply chain and logistics strategy have moved close to the top of senior management's agenda. The reasons for this include recognition that the difference between an efficient or an inefficient supply chain can have a considerable impact on a company's bottom line performance. Another key factor is that with changing attitudes towards environmental issues, the supply chain is seen as a major contributor to carbon footprint.

- I. Assessment and Evaluation of Supply Chain Performance**
- II. Development and Modeling Supply Chain Strategies**
- III. Environmental Strategies and Implementation**
- IV. Distribution Centre and Operations**
- V. Transport Planning and Scheduling**
- VI. Contract Logistics and Outsourcing**
- VII. Inventory Planning and Management**
- VIII. Fuel Management and Benchmarking**
- IX. Management and Successful Implementation of Change**
- X. Interim Management**

### **I. Assessment and Evaluation of Supply Chain Performance**

1. Supply Chain Evaluation:
  - Alignment with Business Objectives & Customer Service
  - 'Best Practice' comparative Benchmarking
  - Service Performance
  - Cost Ratios
  - Operational Performance
  - Agility & Responsiveness
  - Future Capability
2. Environmental Carbon Footprint Assessment
3. Cost Structure and Customer Profitability Reviews
4. Supply Chain Planning and Inventory Assessment

## **II. Development and Modeling Supply Chain Strategies**

1. Supply Chain Strategy - developing the vision taking into account:

- Business Objectives
- Sales and Marketing Strategies
- Customer and Retail Service Requirements
- Sourcing and Procurement Policies
- Manufacturing Capabilities and Strategies
- Environmental Policies
- IT and Finance Issues

2. Modeling the Supply Chain - with expertise in:

- Business Process Mapping
- Strategic Modeling from Sourcing to Customer
- Network Design
- Distribution & Warehouse Modeling
- Inventory Planning
- Carbon footprint modeling

We have experienced professionals ensuring realistic and achievable recommendations which take into consideration the practical aspects such as people, property, asset commitments, financial implications, and importantly, the minimization of business risk.

## **III. Environmental Strategies and Implementation**

While many people are talking about the environment at the moment, and some organizations are busy building detailed carbon footprint models, JQ RSims have collaborated directly with companies including retailers, manufacturers and logistics companies to develop industry agreed Supply Chain Environmental Efficiency - "SCEE" indicators. These are straightforward, meaningful measures collected from data readily available within organizations; and, they not only provide a quantified basis for comparison between companies but also provide a basis for monitoring real improvements. At the same time the approach of bringing companies together to discuss the results achieved leads to companies learning from each other and identifying opportunities for collaboration.

## **IV. Distribution Centre Design and Operations**

- Greenfield Warehouse, Layout and Operations Design
- Existing Warehouse Re-design and Re-organization
- Minimizing Environmental Impact
- Automation and MHE Assessments
- Picking & Sortation Systems
- Staffing Arrangements
- Computerized Simulation
- WMS systems Expertise
- Audits and Performance Assessment
- Benchmark Comparisons

## **V. Transport Planning & Scheduling**

- Routing and Scheduling
- Network Re-structuring
- Fleet Requirements
- Environmental Impact of Fleet Structure and Operations
- Driver Staffing Arrangements
- Fleet and Carrier Management
- Back-load and Haulier Assessment
- Working Time Directive
- Fuel Efficiency
- Audits and Performance Assessment
- Benchmark Comparisons

## **VI. Contract Logistics and Outsourcing**

### 1. Assessment and Evaluation of "In House" v "Contracted" options

- Contractor comparisons
- Tendering and Selection process management
- Negotiation and Contract Arrangements

### 2. Contract Implementation

### 3. Contract Performance Reviews:

- Monitoring, Auditing and Benchmarking

### 4. Logistics Provider Support Roles:

- Contract Bid Evaluations
- New Contract Implementation
- Current Operations Management
- Strategic Business Evaluations
- Business Development Initiatives

## **VII. Inventory & Planning Management**

- Business Process Mapping
- Demand and Supply Forecasting
- Procurement Policies
- Inventory Management
- Promotions and Sales Fluctuations
- Supplier Reliability
- Lead Times and Stock Availability
- Vendor and Co-Managed Inventory
- Inventory Simulation
- IT Systems Selection

## **VIII. Fuel Management & Benchmarking**

Web Based System Providing:

- Continuous Driver and Vehicle Monitoring
- Benchmark Comparisons Internally and Externally
- Automated Data Gathering from Fuel Card Companies
- Interfaced with Existing Fuel Systems

## **IX. Management and Successful Implementation of Change**

- Project Structuring
- Detailed Planning and Timetabling
- Risk Assessments
- Budgetary Controls
- Communications Management
- Installation and Fit-out Management
- Staff Training
- Changeover Co-ordination

## **X. Interim Management**

- Highly Experienced Managers and Directors
- Strong Logistics Management Backgrounds
- Minimal Start Up and Learning Curve
- Good Communicators and Project Controllers
- Expertise in Change Management
- Excellent Capability to Manage Crisis Situations

## **Specialist Consultancy**

- I. Interim Management**
- II. Fleet Management**
- III. Logistics Business Mergers, Acquisitions and Disposals**
- IV. Training and Organizational Development**

### **I. Interim Management**

JQ RSims interim management service provides high caliber supply chain and logistics managers to clients in a wide range of industries.

Interim Management complements our consultancy offering. Interim managers are ideally suited to implementing business or process change and providing additional specialist resource for a specific project. They are also suited to provide cover for absence or additional resource at a time of peak activity.

Whereas a consultancy project is more likely to be clearly defined and to determine a strategy or plan, the interim manager is better placed to implement it, working within the clients' team for a period of time. Working in-house, the Interim Manager is an integral part of the team, aligned only to the clients' objectives and without the restraint of politics or long term positioning. They are adept at delivering quickly and from a standing start.

The need for an interim manager usually arises at short notice, and in 75% of cases the operational management performs the sourcing of the Interim Manager rather than the usual HR processes. The challenge of good interim management provision is to deliver the individual with the required skills and experience within a short time frame.

JQ RSims knowledge of the logistics and supply chain market enables us to fully understand your requirement and advise you on it. Both in terms of the specification for the role and who would be best suited to it. Our comprehensive network of candidates and contacts in the industry means we are able to provide you with the right candidate quickly and efficiently.

## **II. Fleet Management**

The structure and services of the fleet management industry have undergone rapid change in recent years forcing both the users and providers of these services to re-evaluate their approach to the financing and operational support of their fleets.

Many users faced with an unprecedented range of options have had to re-evaluate both how they finance vehicles and how they provide operational support. Not an easy task given the considerable difference in the elements included within a service package, the complexity involved in achieving a 'like for like' financial comparison, particularly when comparing in-house versus outsourcing of operational support. And not forgetting of course the tax and cash flow implications of the different options available.

JQ RSims consultants have, for many years, been assisting both the providers and users of fleet management services to develop and implement fleet management strategies, and have real hands on practical experience from working on both sides of the industry. The advice provided by JQ RSims is impartial, practical and designed to meet your own particular circumstances. Whether you decide to operate your own in-house support or outsource JQ RSims can add real value.

## **III. Mergers, Acquisitions & Disposals**

Acquisitions take place for a variety of strategic reasons including widening of the operational base, leveraging increased market strength or seeking to improve efficiency.

Conversely, companies wishing to focus on their core business often seek to dispose of their non-core activities.

JQ RSims's knowledge of the distribution and supply industry provides organizations with the means to achieve successful acquisition or disposal, specifically tailored to meet your needs at each stage of the process.

- Strategy development
- Target selection
- Operational due diligence
- Post acquisition planning and audit

Merger and acquisition work is a time consuming process that utilizes scarce management resources. We provide skilled individuals to facilitate successful transactions and support post acquisition requirements.

## **VI. Training & Organizational Development**

The single most important factor in adapting and exploiting new challenges is the team of people that form a company. Well-trained, highly motivated and well-organized people are the most enduring facet of long term competitive advantage.

JQ RSims has developed a range of services made up of a number of core modules, which can be easily adapted and added to for customized development programmers or training courses.

### **- Organization Development**

Review of Effectiveness of Organizational Structure

Skills Audit

Performance Measurement

### **- Commercial Training**

Selling Solutions

Effective Account Management and Negotiation Techniques

Improving Presentation Techniques

### **- Performance Management**

Team Building Strategies

Developing an Internal Customer Concept

Creating an Empowered Workforce

### **- Logistics Training**

Logistics Management, Awareness and Planning

Managing Major Projects

Invitation to Tender

We combine a practical, common sense approach with progressive thinking on skills development, motivation and organizational approach.