SHARING IN GROWTH

Results driven. **Results proven.**

Seamless procurement, production, and distribution through

SUPPLY CHAIN MANAGEMENT

WHY IS SUPPLY CHAIN MANAGEMENT SO IMPORTANT?

Supply chain management is a strategic approach that organisations use to work closely with suppliers. It involves processes to build strong relationships, optimise the supply chain, and meet goals. This helps ensure smooth operations, reduce risks, improve product quality, and enhance business performance.

PLANNING

Creates a strategy to meet customer demands while using resources efficiently. This can reduce costs associated with several processes.

COLLABORATION

Working closely with suppliers and partners for mutual benefit. This allows all involved to standardise ethical working and quality practices.

DELIVERIES AND RETURNS

Getting products to customers on time and in good condition. Managing product returns and handling any issues that arise to ensure top quality customer service.

TECHNOLOGY

Using tools and systems to manage and improve the supply chain. This can make it easier to evaluate data, gain insights and enhance overall supply chain performance.

RISK MANAGEMENT

Identifying, dealing with and managing risks. This also helps learn from past projects and improve future ones.

PERFORMANCE MEASUREMENT

Using key performance indicators (KPI's) to measure progress against targets and identify any areas of improvement.

OUR APPROACH TO SUPPLY CHAIN MANAGEMENT

The Sharing in Growth approach to supply chain management involves holistic support and coaching through the optimal implementation process. Organisations can establish an effective supply chain management system that enhances supplier performance, reduces risks, improves supply chain efficiency, and fosters strong, sustainable partnerships with suppliers. An integrated and proactive supply chain management approach can position the organisation for greater success in a competitive market.

1

MAKE V BUY

Understand the cost to produce the product or service in house versus purchasing from an external source. Understanding the total cost of acquisition is paramount to making the correct business decisions.

2

DEFINE OBJECTIVES, TEAM & SCOPE

Set goals like cost reduction, better supplier performance or services. Identify areas to cover, like materials or services, and form a cross-functional team with members from procurement, supply chain, quality, and finance.

3

SUPPLIER SEGMENTATION

Group suppliers by importance and risk. Develop a standardised qualification process to assess potential suppliers. Select suppliers based on objective criteria and align them to the organisation's strategic goals.

4

CONTRACT DEVELOPMENT

Establish clear and comprehensive contract with selected suppliers. The contracts should outline the terms and conditions, ensure they are fair, balanced, and legally sound.

5

PERFORMANCE METRICS & KPIs

Decide on measures to see how well suppliers perform. Set targets that fit the goals of the organisation.

6

DATA & TECHNOLOGY

Implement software or tools that facilitate data integration and analytics, to enable data-driven decision making.

7

SUPPLIER ONBOARDING & TRAINING

Provide training and orientation to new suppliers to familiarise them with the organisation's policies, quality standards, and expectations.

8

PERFORMANCE EVALUATION & FEEDBACK

Regularly evaluate supplier performance against defined KPIs and targets. Conduct reviews and provide constructive feedback to suppliers.

9

RISK MANAGEMENT

Be ready for problems with suppliers. Make back up plans and look for other suppliers if needed.

10

ETHICAL & SUSTAINABLE SOURCING

Find suppliers that care about social and environment good. Promote buying from them.

STANDARDAERO ACHIEVES SAVINGS THROUGH SUPPLY CHAIN NEGOTIATIONS

StandardAero Almondbank is part of the Global StandardAero group. The Almondbank site specialises in the Maintenance, Repair & Overhaul of aircraft components for both the aerospace and defence markets. The company has very strong growth ambitions which it hopes to achieve with the help of Sharing in Growth.

With no tools, methodology or framework for supply chain management, StandardAero appointed a new supply chain lead with a strong background in both supply chain and customer service. With sporadic supply chain performance, a reactive mode to problem solving and a transaction-focused approach to procurement there were many areas where the company had issues.

To help the company achieve its growth ambitions and strengthen its supply chain management, Sharing in Growth offered several tools to help develop the procurement and supply chain function. The team were provided with several training opportunities and workshops to help them develop skills in negotiation, supply chain resilience, and spend control policies. The newly appointed Supply Chain Lead was enrolled on the SiG Team Leader Academy to learn the necessary leadership skills to support their new position.

The skills development of the team has so far saved the business over £270k through procurement negotiations, and lead to a 7% increase in the team's skills matrix.

StandardAero

"The strength in their approach is in the way Sharing in Growth engage with our organisation at the strategic, tactical and cultural level, helping us set clear direction, solve day to day issues, and develop our people."

GRAEME HUGHES
OPERATIONS MANAGER

£270K
Negotiated savings

7%
Increase in team skills matrix

Spend control procedure deployed

DEVELOPING STRATEGY FOR OFF LOAD AND SUPPLY CHAIN

Due to an increased order book and growth ambitions with capacity constraints, the reliance on the supply chain had increased for Safran Helicopters. With existing legacy suppliers, it was deemed as a business need to increase and improve their supply chain for prismatic manufacture. It's true to say that the "go to" suppliers, whilst reliable and performing, some were not suitable for additional, complex partnering for growth and long-term relationships.

Sharing in Growth helped to implement a cross-functional committee in the business to plan the supplier identification and qualification processes. New suppliers were assessed for capacity and capability, and then began the approval process after competitive request for quotation exercises and cost benefit analysis.

As a result of the supply chain management activities, three new suppliers were identified and matched with capacity and capability requirements. Long-term partnering targeted cost reduction initiatives, resulting in cost savings of £115k over two years.

"Being part of the Sharing in Growth programme has helped us realise the 'art of the possible'; we never thought that these kinds of savings could be achieved in such a short space of time. The collaborative approach taken has been a game changer in the way that we work, and we welcome further projects with open arms."

JON PICKARD
OPERATIONS DIRECTOR

3
New suppliers won

£115K
In cost savings

3591
Total hours reduced

RESULTS DRIVEN. **RESULTS PROVEN.**

We are the complete business transformation experts.

Our passionate team of growth and productivity specialists work with you to develop, inspire and improve every aspect of your organisation. The Sharing in Growth challenge and purpose is to accelerate your business growth and ultimately your bottom line.

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