



Insync Supply Chain Management

Profile

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Insync Supply Chain Management

- Insync Supply Chain Management provides consulting services to organisations across a wide spectrum of industries throughout Australia and the Asia-Pacific area.
- We are comprised of a group of highly experienced business operations and supply chain specialists each with 30-40 years of broad supply chain expertise covering every facet of value chain activity.
- Each of our personnel has extensive experience in senior corporate positions, academic roles and Tier 1 consulting engagements. Through this experience, our practitioners are able to support and guide senior managers in both the public and private sectors to attain and develop goals across the complete spectrum of supply chain activity.
- Our team specialises in the key stages of business operations, from supply chain strategy through to organisational structure/capability, strategic sourcing/procurement, integrated planning, lean operations, network design, distribution logistics , customer service and recruitment.

Insync Supply Chain Management Team



Kerry Hammond

Kerry is a senior manager and academic who has had 40 year's experience in both private and public enterprises across numerous industries including healthcare and pharmaceuticals.

Major consulting assignments have involved logistics and business audits, continuous improvement programs, project management and strategic planning.

Kerry has formal qualifications in Civil and Mining Engineering and a Masters Degree in Logistics Management.



John Eleftheriou

John Eleftheriou is an experienced Managing Director with more than 40 years experience across multi-national manufacturing and complex supply chain industries.. As senior and executive manager John has successfully held key roles in strategic procurement, contract distribution; wholesale and retail distribution. As well as delivering improvement strategies to various clients, John is currently leading a diverse specialist group offering and operating across tailored training, business improvement and business development aimed at corporate to individual improvement. John holds a Grad Dip Transport and Distribution Management, Grad Dip Materials and Purchasing Management, Certificate in Business and Finance Management, Cert IV TAE and is an accredited Innermetrix Consultant



Jonathan Dutton

Jonathan Dutton is a management consultant specializing in procurement, supply management, business development, sales and marketing strategy, training, conference events & production and association management. He is an experienced Managing Director and has held previous senior positions with CIPS, Qantas, British Airways, CHUBB and Regus

He is a graduate in Economics, Fellow member of the Chartered Institute of Purchasing & Supply (FCIPS). He is also a fellow of Chartered Institute of Marketing (FCIM) and the Royal Society of Arts (FRSA) as well as a fellow of the Australian Institute of Management (FAIM). He is also a Graduate member of the Australian Institute of Company Directors.

Insync Supply Chain Management Team



John Oska

John has 40 years experience in all levels of business and numerous industries. His experience includes process redesign, strategic analysis, business development, procurement & supply chain management, and business process improvement.

Industry experience includes energy & resources, chemicals & plastics, oil & gas, pharmaceuticals & healthcare, local government, and aerospace in both the private and public sectors.

Qualifications include a Master's Degree in Business, Graduate Diplomas in Transport & Distribution and Strategic Studies, and a Bachelor's Degree in Business majoring in Accounting and Human Resource Management.



Peter McLean

Peter facilitates collaborative initiatives focused on generating solutions to industry wide concerns and individual companies by accelerating the competitiveness and innovation capacity of both individuals and organisations.

Peter has worked with over 200 small to medium sized firms and other entities that have formed collaborative arrangements, clusters and joint ventures across their value chains for innovation, productivity and growth.

Peter has delivered extensive strategic alliance building and distributed systems business model development and associated projects across Australia, within SME supply chains, in a range of industry sectors.



Sunlei

Sunlei has 30 years' experience in all levels of business and numerous industries. Her experience includes process redesign, WMS implementation, project management, supply chain mapping and training, software development. Industry experience includes retail, pharmaceuticals, 3PL, government, and astronautics in both the private and public sectors.

Sunlei has experience in various regions having lived and worked extensively in China, Japan, and New Zealand. Qualifications include MBA, Master's Degree in Electrical Engineering, Bachelor's Degree in Electrical Engineering, is a Certified Trainer in Supply Chain Management and Logistics Management.

Sunlei speaks Mandarin, Japanese and English.



David Rogers

David is an supply chain professional with over 30 years experience and has significant operational and change management abilities across the FMCG, Consumer and Pharmaceutical industries.

David has implemented supply chain management continuous lean improvement projects, managed third party service providers, business transformations, developed strategic plans, systems implementation, procurement, S&OP, demand planning, production planning, forecasting, training and network optimisation.

Qualifications include a Master's Degree in Business, Logistics, Graduate Diplomas in Transport & Distribution Diploma of Project Management and Certificates in Finance, Management , Materials Handling Management, Distribution Management, Change Management , Training and Assessment and is a Certified Professional Logistician Asia Pacific (CLSP-AP) and Australia (CPL).

Our core supply chain team, together with other subject matter specialists, provides over 200 years of supply chain experience

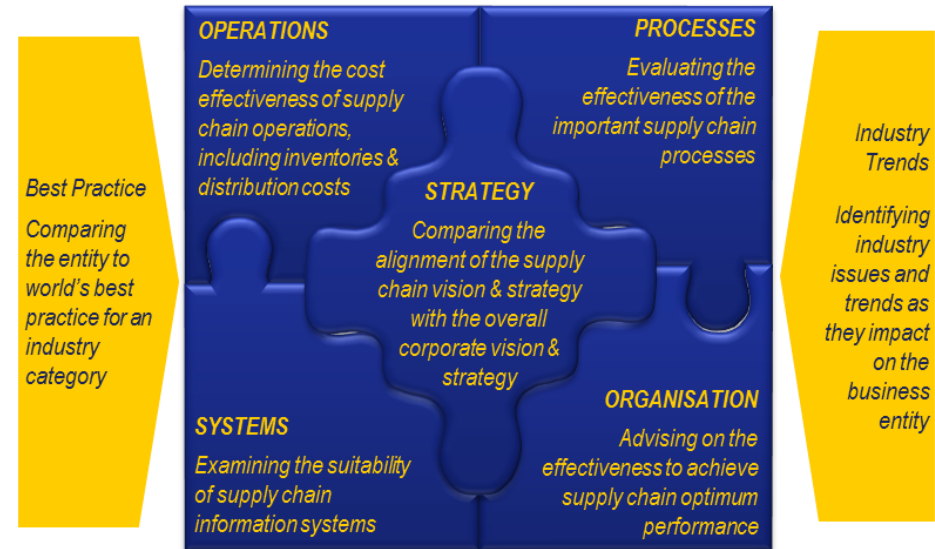
Our Supply Chain Services – How We Can Help



... is a snapshot of the health of the organisation's supply chain in comparison with best in class and industry trends to establish the potential for cost reduction, profit improvement and improved customer service through supply chain enhancement

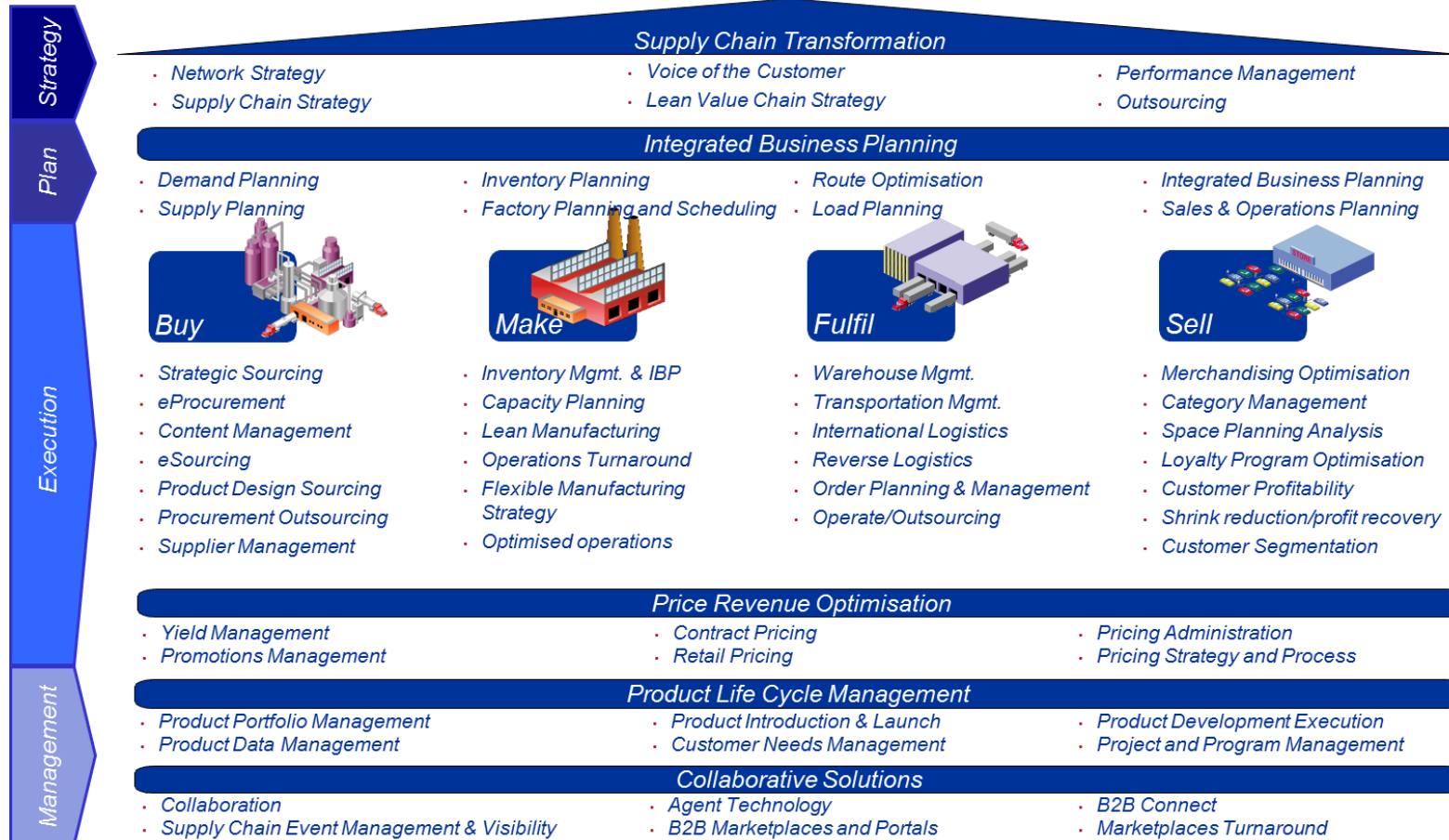


Supply Chain Functions



Diagnostic Focus Areas

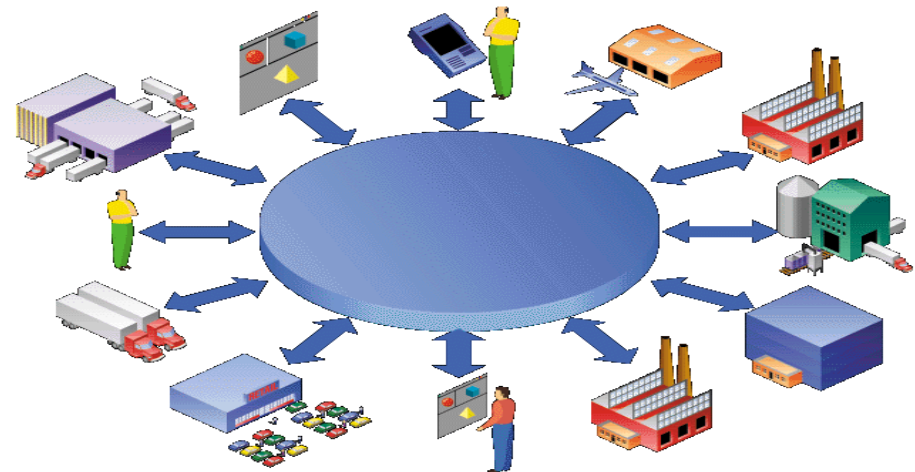
Our experience includes undertaking over 100 reviews of organisations, large and small, of some or all supply chain functions, throughout Australia and Asia



We have developed the supply chain strategy and undertaken transformations in a number of organisations throughout Australia, New Zealand and Asia

3PL/Outsource Provider Matching

- For organisations without the expertise to undertake their own outsourcing or contracting of various services, our experienced practitioners can act on your behalf, without any ties to providers, to find the best solution available, and then negotiate an outcome that best achieves your goals.
- Notionally, this service is provided for transport and or warehousing companies, but can be utilised for other providers, such as cleaning services, catering providers, maintenance services etc.
- The services offered can include any or all of the following:
 - Determining the need for a service, including if the service required is actually the correct one
 - Advice on the market place offerings
 - Support to set up, develop or negotiate a contract
 - Manage or monitor the contract on an on going basis



Our experience includes structuring, negotiating and managing numerous 3PL and 4PL contracts throughout Australia, New Zealand and Asia

Supply Chain Mentoring & Advisory

- Personnel mentoring
- Operational Managers mentoring
- CEO/GM/Executive advisory

Workshops & Planning

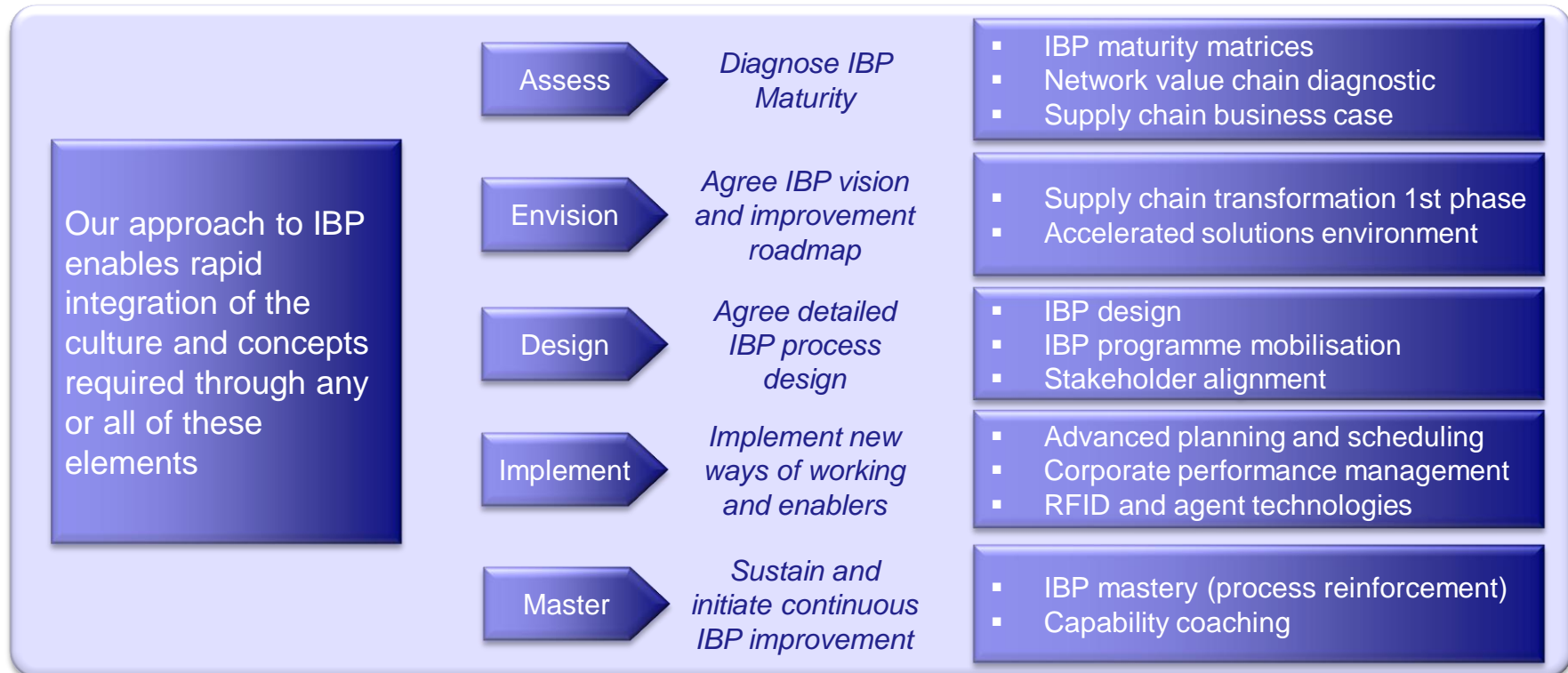
- Workshop facilitation
- Annual planning
- Challenge sessions
- Objective & goal setting
- Project prioritisation

Supply Chain Training

- Specialised and in-house training:
 - Customer service
 - Inventory management
 - Integrated Business Planning (S&OP)

Over many years we have conducted 100's of in-house, specialised and standardised training and mentoring programs throughout Australia and the Asia-Pacific region.

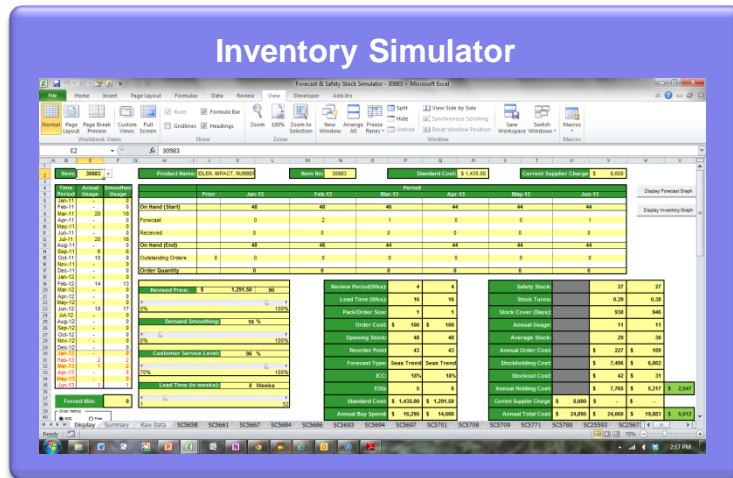
... is the next generation of S&OP, being a decision-making process that aligns the tactical and operational plans for all business functions in all geographies to support the company's strategies, business goals, and targets.



We have advised and implemented IBP/S&OP in many organisations throughout Australia and the Asia-Pacific region.

Inventory Analysis and Rationalisation

Inventory analysis, of both merchandise and repair parts, is undertaken utilising our purpose designed inventory simulator . This tool enables us to account for the many forecasting, customer service and planning scenarios that exist in each organisation.



This tool includes functionality such as:

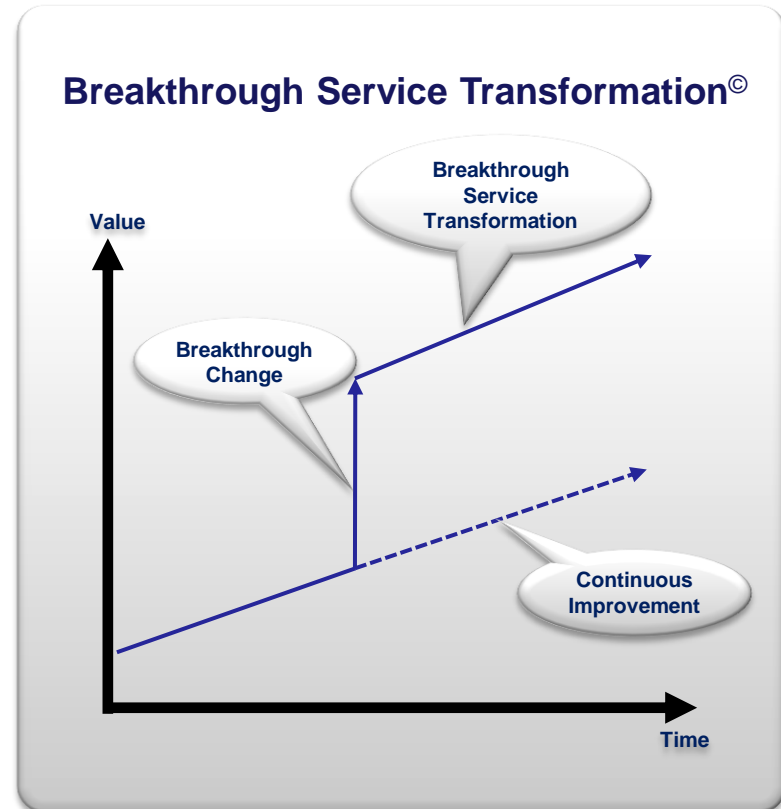
- Pick best forecasting algorithms
- Lead time and demand variability algorithms
- Inventory stratification based on product and/or customer profitability
- Scenario development for various inventory strategies
- Sensitivity analysis of all variables
- Predicted inventory cost savings

Having decided on the optimum inventory levels, SCD is then able to put in place strategies for managing the inventory to achieve the agreed target levels, and then work with the organisation to achieve the agreed goals.

Our experience includes undertaking inventory optimisation engagements in numerous organisations across many industries throughout Australia and Asia

Months to weeks, weeks to days, hours to minutes ...

- We assist corporations, government and non-profit organisations to develop and build a sustainable capability with which to meet and exceed customer expectations while minimising expenditure.
- This involves moving beyond continuous improvement: we combine continuous improvement with breakthrough change enabling transformations radically altering the response paradigm.
- We do this through the application of our proprietary **Breakthrough Service Transformation**® methodology. With our methodology, we radically alter the service paradigm enabling responses in timelines that the customers and stakeholders expect.



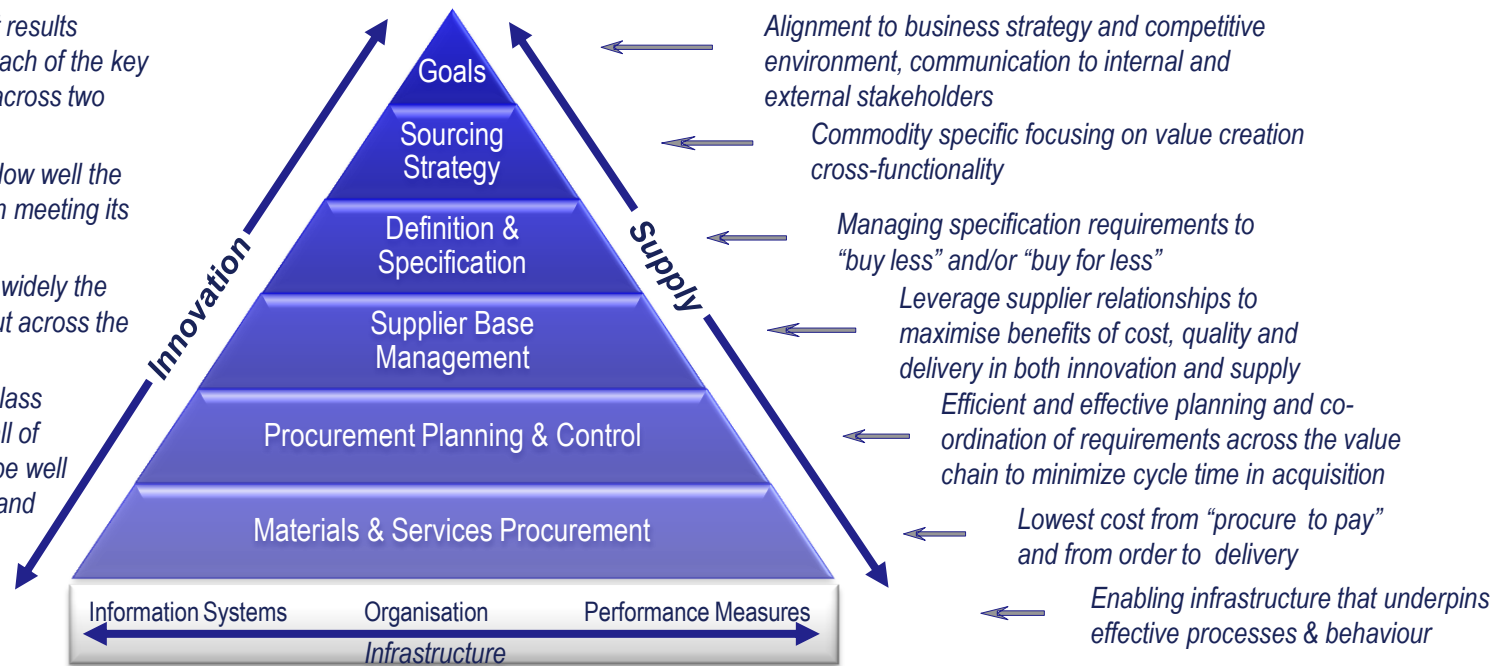
In every engagement we look for breakthrough opportunities, having had successful engagements in many asset heavy organisations

We take a holistic view of the sourcing capability of the organisation, whether it is for capital equipment, spares (MRO), modification (upgrade) projects or service contracts

Companies with best results achieve success in each of the key sourcing processes across two dimensions:

- *Process Quality* - How well the process performs in meeting its objectives
- *Deployment* - How widely the process is rolled-out across the entire organisation

To achieve a world-class sourcing capability, all of the processes must be well defined, operational and widely deployed



Our offering includes procurement transformation, procurement audits, strategic sourcing, supplier audits, vendor selection, contract negotiation and contract management.

Through our in-depth and extensive business operations and wide industry knowledge, we are able to provide a confidential targeted recruiting service that caters for your specific requirements.



Our services include:

- understanding and/or defining your personnel needs whether for a new or replacement position
- writing job specifications and preparing advertising for all types and levels of business operation positions
- confidentially exploring our extensive business operations personnel networks, if needed, enabling us to recommend suitable candidates for all levels of employment
- conducting initial interviews or assisting the client to interview the prospects and/or by providing suggested interview questions to determine prospect suitability for the position functions

Collectively, our consultants have interviewed thousands of applicants for positions in all aspects of supply chain from executive to entrant level

Insync Supply Chain Management offers many unique benefits often overlooked by other firms:

- **Top Line Enhancement** – we identify areas in which supply chain enhancement will add to an organisation's capability to grow business
- **Maximise Immediate Savings** – we quantify opportunities for cost reduction and value enhancement, focusing on those areas that will return quick gains
- **Strategic Alignment** – we ensure that the process or operation aligns with the strategic intent of the overall organisation
- **Benchmarking** – we highlight performance against industry leaders
- **Systems Prioritisation** – we assess the suitability of existing technology solutions to achieve the challenges of the current and future business environment
- **Customer Service** – we compare with best in class to highlight potential streamlining of key customer facing processes
- **Business Case Preparation** – we facilitate the rapid development of a robust business case
- **Business Operations Recruitment** – we source the right talent for your business by attracting, selecting and appointing professional candidates for your organisation

Our experience covers a broad spectrum of industries and categories ...

Insync Supply Chain Management team members have extensive experience throughout Australia, Asia, United States and Europe in industries as diverse as...



Aerospace & Defence



Agriculture



Automotive



Chemicals & Packaging



Consumer Goods & Electronics



Energy/Oil & Gas



Food & Beverage



Healthcare & Pharmaceutical



High -Technology



Mining



Public Sector



Wholesale & Retail