



# Insync Supply Chain Management Pty Ltd

## Profile

**ISCM**  
Insync Supply Chain Management Pty Ltd

- Insync Supply Chain Management Pty Ltd 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, change / project management ,strategic sourcing/procurement, integrated planning, lean operations, network design, distribution logistics , customer service and recruitment.



**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, Diploma of Leadership & Management & 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).



**Peter Nemtsas**

Peter is an experienced executive leader, Supply Chain expert and passionate trainer and mentor who has delivered significant improvements to a wide range of logistics and manufacturing companies. Peter currently provides automation design solutions to the manufacturing and logistics industries that establish and maintain a competitive edge by reducing costs, shortening lead times and reducing errors. He also conducts training design and delivery services for Leadership and Management, Competitive Systems and Practices (CSP), Project Management and logistics.

Peter has a Dip of Admin, Certificate in Vocational Instruction, Cert IV in TAE, Project Management Certificate, Six Sigma Green Belt, and has also completed training in adult learning, industrial relations, strategic outsourcing and strategic planning.



**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 Oska**

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

Industry experience includes energy & resources, chemicals & plastics, oil & gas, pharmaceuticals & healthcare, local government, retail 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.

*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



Business Transformation



Change / Project Management



Supply Chain Diagnostic



Procurement Reform



Supply Chain Training

**Our team can positively influence business goals by offering objective and rigorous guidance on all aspects of supply chain strategy, operations and execution**



3PL Matching



Distribution Location Analysis



Inventory Analysis



Supply Chain Advisory



S&OP/IBP Implementation



Supply Chain Strategy Development

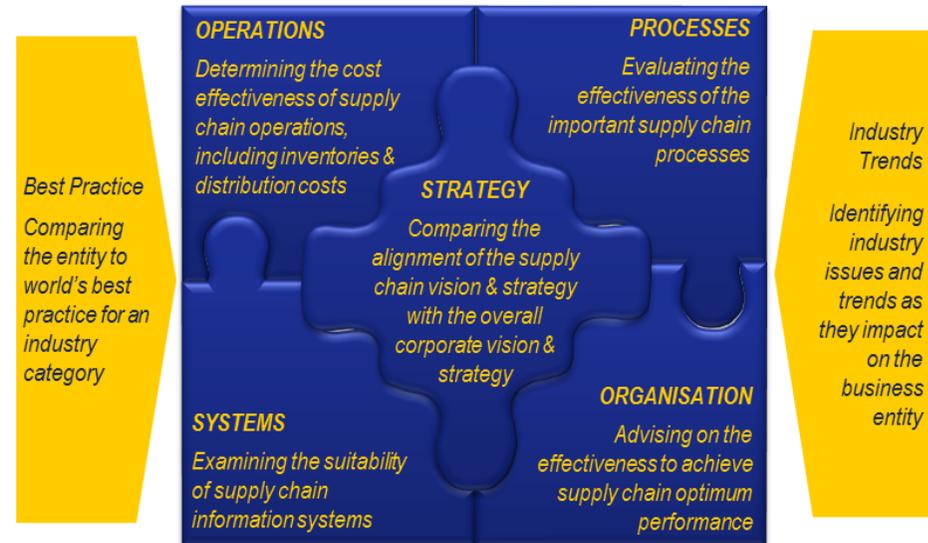


Supply Chain Recruitment

... 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

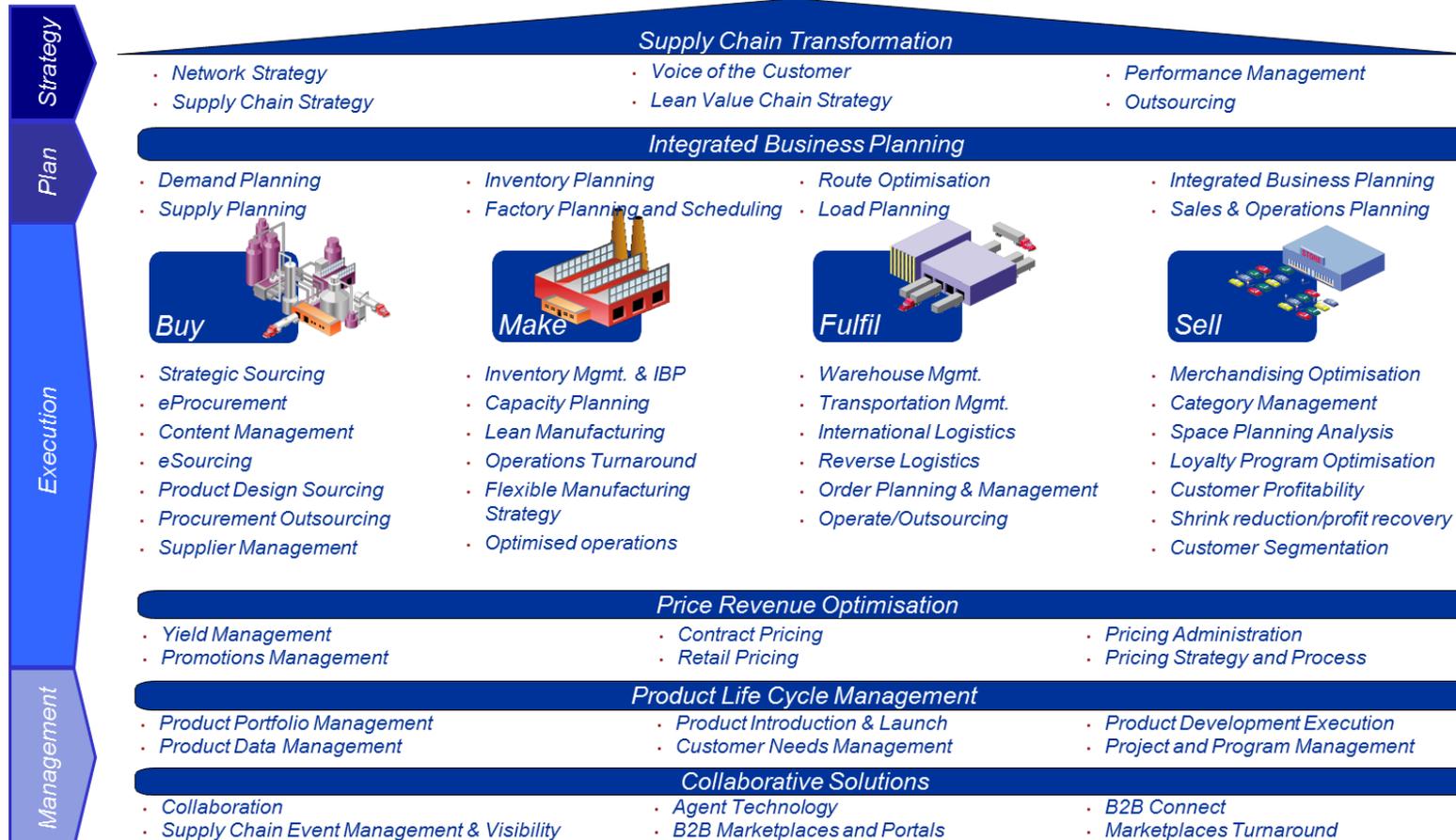


**Supply Chain Functions**



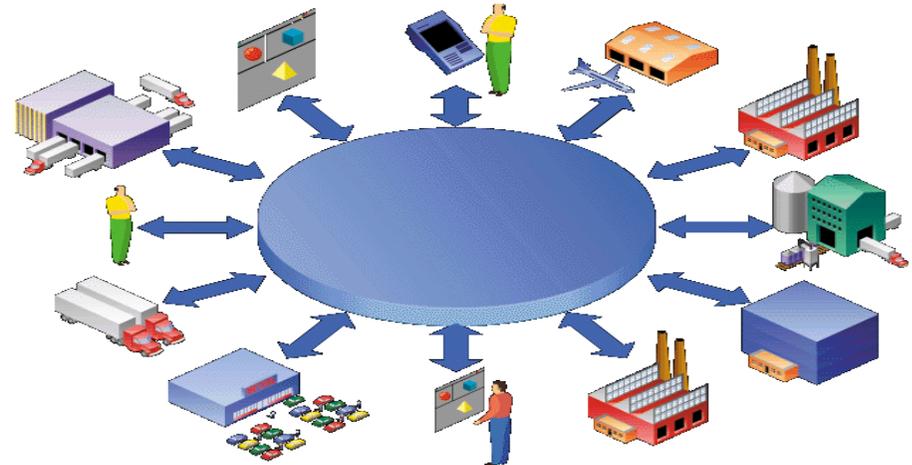
**Diagnostic Focus Areas**

*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

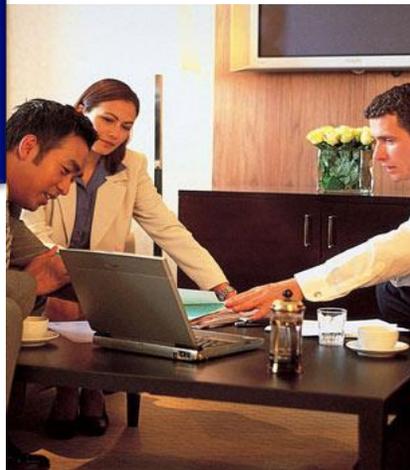
- For organisations without the expertise to undertake their own outsourcing or contracting of various services, our experienced practitioners can act on your behalf, without any ties to providers, to find the best solution available, and then negotiate an outcome that best achieves your goals.
- Notionally, 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

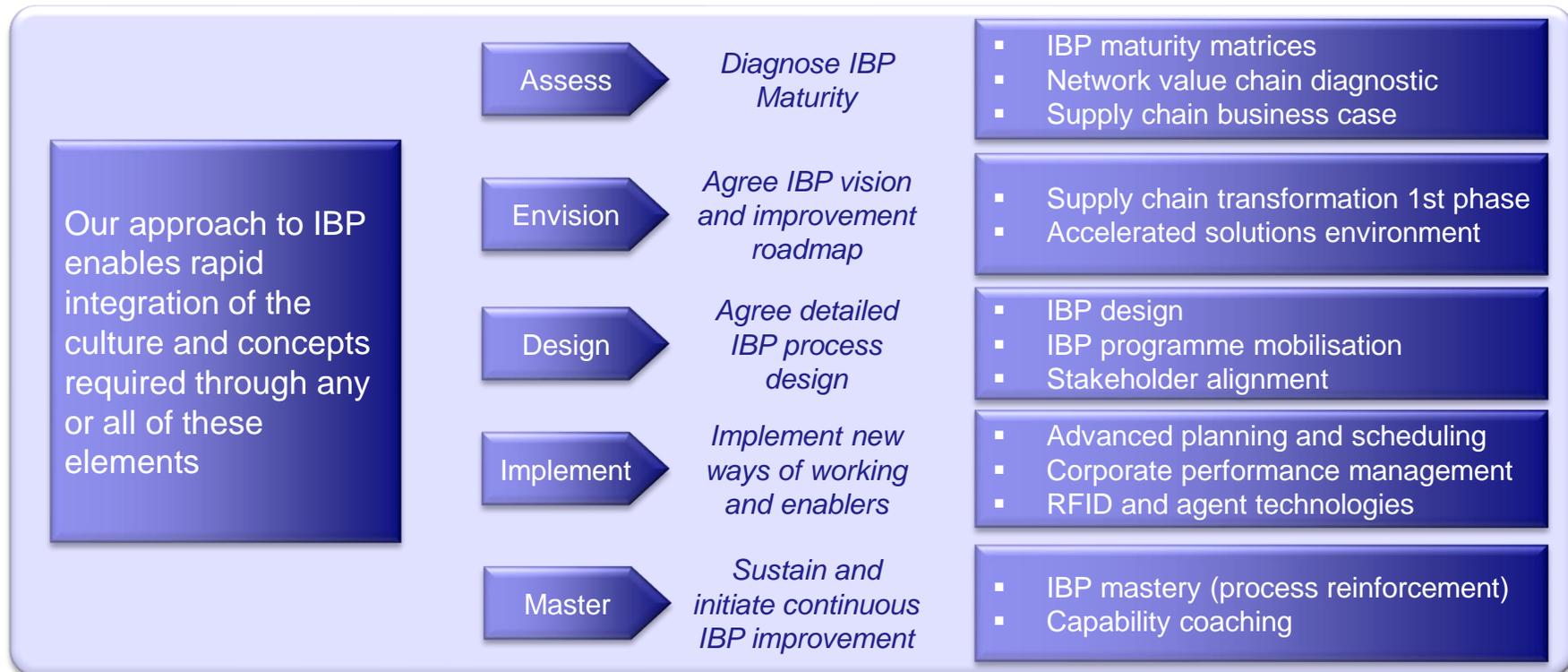
- Specialised and in-house training:
  - Customer service
  - Inventory management
  - Integrated Business Planning (S&OP)

## Business Transformation

- Change management
- Project management

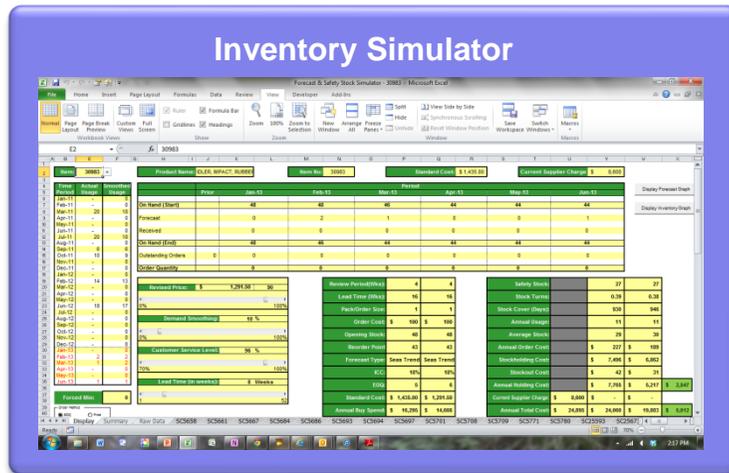
*Over many years we have conducted 100's of in-house, specialised and standardised training and mentoring programs, business transformations, change and project management initiatives throughout Australia and the Asia-Pacific region.*

... 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, 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:

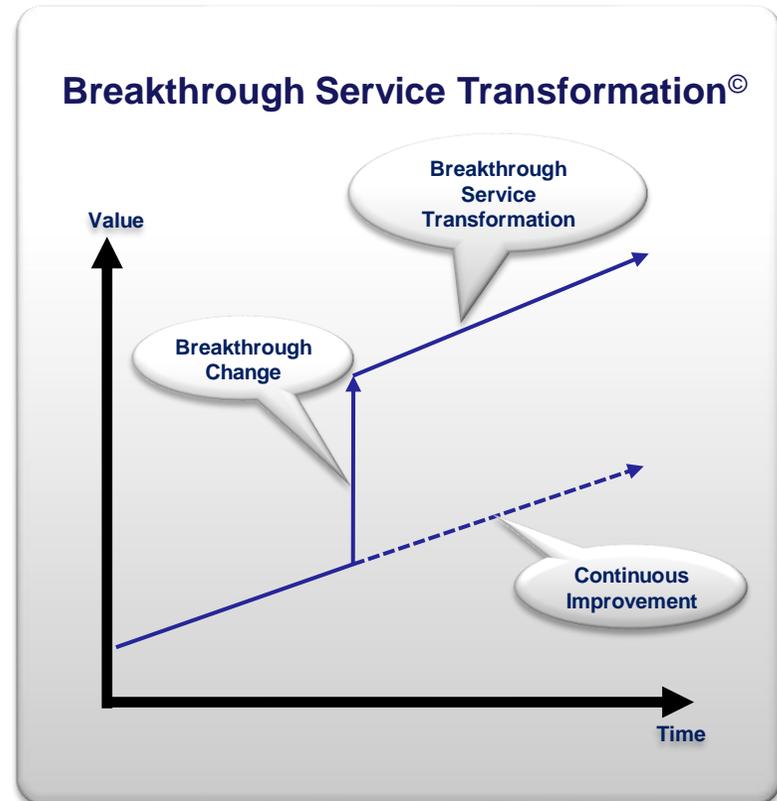
- Pick best forecasting algorithms
- Lead time and demand variability algorithms
- Inventory stratification based on product and/or customer profitability
- Scenario development for various inventory strategies
- Sensitivity analysis of all variables
- Predicted inventory cost savings

Having decided on the optimum inventory levels, ISCM 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*

# Why Work With Insync Supply Chain Management?

Insync Supply Chain Management Pty Ltd 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
- **Training and Development** – we provide training across all facets of the supply chain
- **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

# Why Work With Insync Supply Chain Management?

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

- **Change Management**– we provide a structured approach for ensuring that *changes* are thoroughly and smoothly implemented, and that the lasting benefits of *change* are achieved. The focus is on the wider impacts of *change*, particularly on people and how they, as individuals and teams, move from the current situation to the new one.
- **Project Management**– We deliver sustainable projects within a safe work environment across a broad range of industries. Our proactive approach allows our teams to respond quickly to project demands, delivering on time and within budget.

# 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