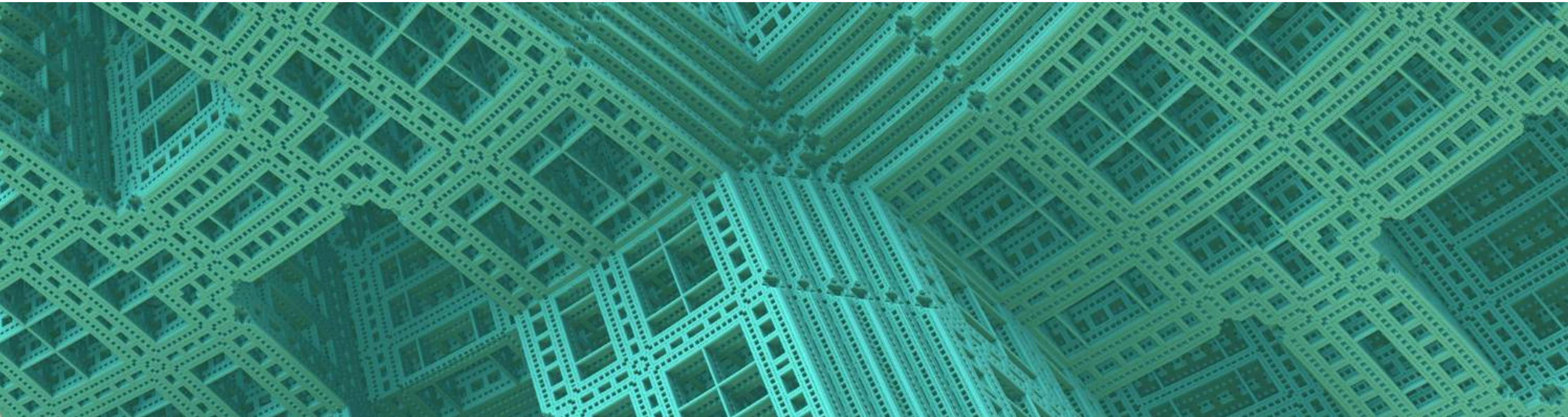


MET

S U P P L Y C H A I N
C O N S U L T I N G

Data Driven Direction

Supply Chain Consulting in Demand





Ensuring retailers achieve their sales targets on listed products should be the key focus of all consumer goods and FMCG suppliers who seek turnover and market share growth opportunities.

The challenges CPG supply chains face

In today's competitive consumer packaged goods (CPG) market, the ability to consistently deliver customer orders on time and in full is not just an objective; it's the foundation of a successful business strategy that builds reputation, enhances relationships and drives growth.

To attract customers and expand market share in today's competitive landscape, retailers must offer consumers a way to stem the effects of rising inflation whilst ensuring stock is available to satisfy consumer demand.

Suppliers are under increasing pressure on both fronts. More than ever before, CPG suppliers must innovate new ways to improve fill rates whilst operating more cost effectively.

Rising raw material prices, long lead times and minimum order quantities complicate the challenge, along with NPI, promotions and seasonality.

Poor demand planning not only puts the supplier at risk of financial penalties, excess stock, outside storage and lost profit, it can endanger trust and the coveted preferred supplier status.

With a 20 year career saving businesses millions through supply chain strategies, MET operates on unique principles aligned to suppliers business objectives that bring increased cash flow, lower working capital and enhanced profitability.

Our services include segmentation, consensus collaboration, demand and replenishment strategies, S&OP and transformation.

Repairing a broken link in the supply chain

Synchronising the supply chain operation to align with consumer demand and customer on-hand inventory is a proven strategy which multiplies long range demand certainty compared to traditional planning. The result is a collaborative, visual, digital twin of the customer's and supplier's future operation, based on the inventory needs of the customer and not purely based on historical sales history. The modelling can be implemented at near zero cost and requires no ongoing subscription.

This type of replenishment planning delivers immense value and competitive advantage for fashion led CPG businesses.

Customer and supplier now speak the same language and businesses can collaborate seamlessly on future demand trends, event setup and promotional opportunities.

Our solutions to consensus, demand planing, S&OP involve a more even mix of consumer and customer data alongside commercial data, since this ensures the supplier is focussed on the customer's business and a balanced approach to spotting opportunities, price elasticity, demand trends. Consumer data is after all the starting point from which all product development stems.





Integrate Consumer Demand into the Supply Strategy

Placing consumer demand at the core of a company's supply strategy yields significant advantages:

Enhanced Forecasting:

More certainty of customer demand volumes and timings, helping to avoid overstocks & achieve better fill rates.

Operational Efficiency:

Reduced safety stock, less working capital and improved cash flow.

Stronger Collaboration:

Strengthen partnerships with customers by aligning with their own consumer demand & targets.

Growth Opportunities:

Leverage insights into consumer demand to identify promotional opportunities and improve product offerings.

Strategies that complement business objectives

Our six stage model gives your business the insights to take control



1

Onboarding, company goals, business need, sponsor and stakeholder objectives.

2

Commercial and consumer data history review

3

Review of key processes, SWOT analysis & presentation. Aligned proposal for change.

4

Roll up sleeves. Project team set up, engagement, process and system change, .

5

Train & handover to BAU

6

Start generating competitive advantage

How can MET help?

With a successful 20 year career in consumer packaged goods supply chain optimisation, MET is a consultancy dedicated to improving supplier growth through strategies and models that deliver cost savings, improved delivery performance and reduced over production.

Let's partner together to build a supply chain that not only meets today's challenges but is also poised to capitalise on tomorrow's opportunities.

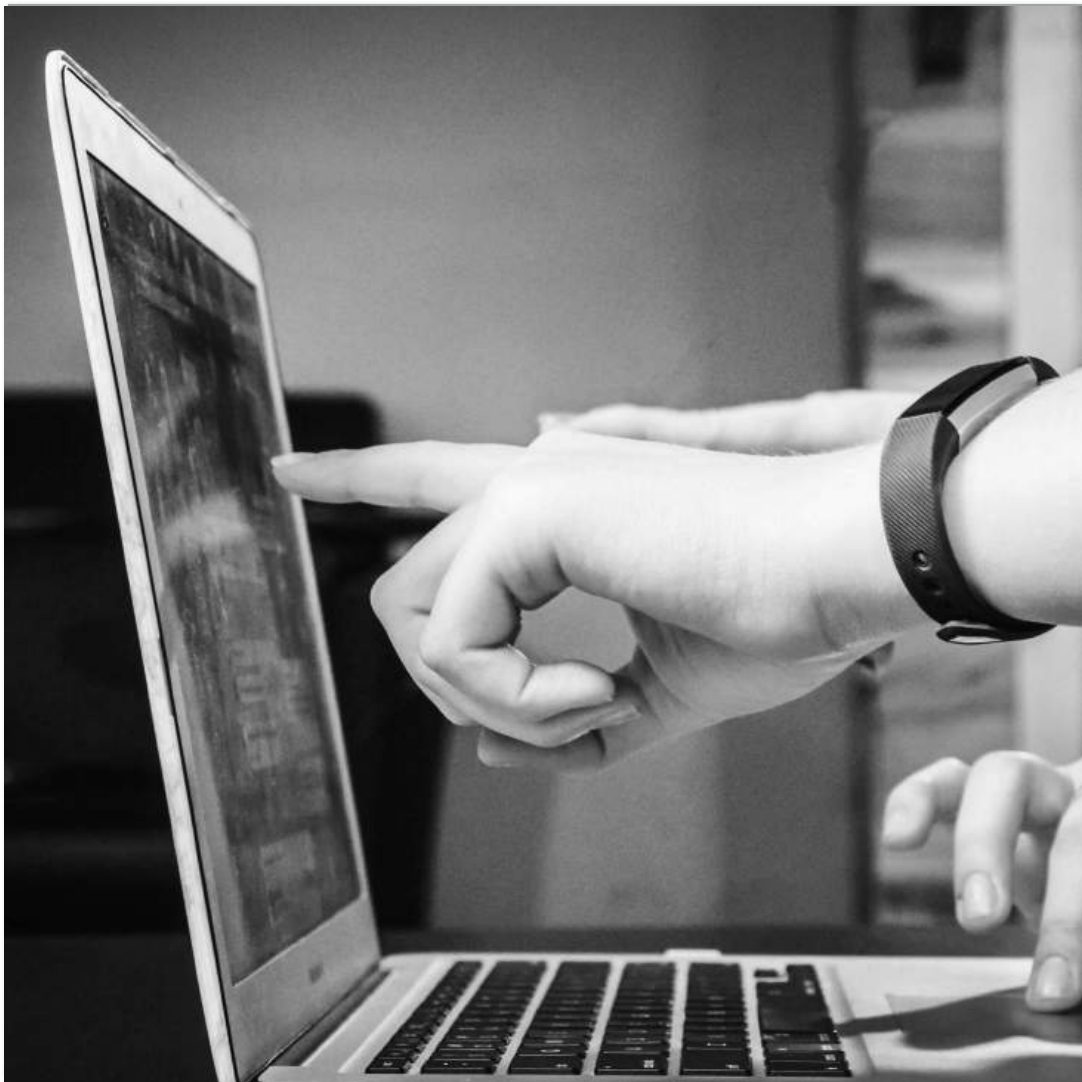
Supply Chain Consultancy services
Key strengths -

- Improved Delivery Performance
- Reduced Working Capital
- Reduced Storage Costs
- S&OP Set Up
- Meeting Customer Targets
- Greater Automation

- Improved Business Efficiency
- Improved Cash Flow
- Improved Communication
- Product and Brand Performance
- Improved Integration
- Improved Competitor Analysis

Project Management

Change Management



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Thank you