



# **CORPORATE OVERVIEW**

## **SUPPLY CHAIN & LOGISTICS SOLUTIONS**

*tailored strategy and solutions delivering competitive advantage and superior value to our clients*



## Overview of Supply Chain & Logistics Solutions



- We are predominantly focused on our clients that work globally; but are majority based in the **ASEAN and Oceania region**.
- We specialise in a tailored strategy and solutions delivering competitive advantage and superior value to our clients.

- A Singapore based consulting services company specializing in the Supply Chain & Logistics sector.



# Your strategy



- We are specialist in helping our clients to review their existing ***“as-is” strategy*** or refresh their ***“to-be” Supply Chain & Logistics strategy***.
- Ensure that the **strategy is future-proof** and at the phase of execution **we avoid major risks and capture the major opportunities** along the journey.
- We help and support our clients with proven processes and methods to execute their strategic requirements through professionals that are experts in Supply Chain & Logistics program management, change and transformation.
- **We make it sustainable in our client organisations** by supporting selection, training and skills transfer to in-house individuals and teams to **continue in a D-I-Y mode of operation**.

## What we do

1. **STRATEGY** : Development and implementation of bespoke Supply Chain & Logistics staged - strategy to drive sustained value.
2. **TRANSFORM**: Program, change and transformation management to support achievement.
3. **FUTURE-PROOF**: Advice and industry case study related to digitisation and automation strategy.
4. **CENTER-OF-GRAVITY**: Distribution Facility and network design and optimisation.
5. **GROWTH AND NEW OPERATING MODELS**: E-commerce including all facets of omni-channel fulfilment and distribution.
6. **EXPERTS**: Subject matter experts on all aspects of Transportation, Supply Chain and Logistics needs – particularly in ASEAN and Oceania regions.
7. **PEOPLE**: Selection, training and related event facilitation.
8. **SUPPORT**: Trade incentive and subsidy capture.







# CORPORATE STRUCTURE



Singapore  
Holding

Supply Chain & Logistics  
Solutions PTE LTD



UEN: 201718399N  
66 Horne Road  
#04-00  
SINGAPORE 209073



Australian  
100% Subsidiary

Supply Chain & Logistics  
Solutions PTY LTD



ABN: 1660 7886 251  
189a Curtin Avenue  
Cottesloe  
Perth  
Western Australia

Entities in Hong Kong and Malaysia are work in progress

**Singapore**



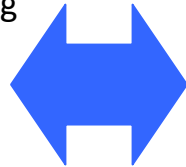
**Perth, Australia**



# SOME MAJOR DRIVERS AND CHALLENGES TODAY

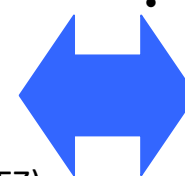
## INTERFACE

- New players e.g. Amazon Logistics
- Omni-channel - e-commerce
- Social media and mobile tech
- Direct buying (B2C, B2B)
- Big data
- Internet of Things / expanded RF
- Predictive analysis/analytics
- Real time asset/item tracking
- Asian middle class:
  - Tourism
  - Investment
  - Health, food, water security
  - Raw materials
- Data sharing
- Mapping tools
- Community collaboration
- Payment methods
- E-bulletin and portals
- Access to capital
- UberFreight
- Innovation pace
- Technology convergence
- Disruption of middle-man in forwarding and other markets



## INTERMODAL

- Safety licence – chain of responsibility
- Industry cost out drive
- OECD workforce pushing costs up
- Non-traditional players disrupting
- Automation / robotics /autonomous /AI
- Sustainable vehicles / battery technology
- Optimisation capability:
  - Routes
  - Assets utilisation
  - Capacity / vacuum compression
- PMO-Lean – PMP – PRINCE2-TQM-ISO
- Global hubs and Free-Economic-Zones (FEZ)
- Infrastructure development / Panama Canal
- 24/7 operating models
- Standardisation - SSCC Label
- Millennial urbanisation
- Government asset sales / consolidation
- M&A consolidation of players
- Super-container ships / aircraft
- Lower barriers to entry
- SCL professional skill shortage
- Fuel and Commodity price slumps / alternates
- Project no-longer viable



## IDENTIFIED

- Product integrity
- DIY fulfilment
- Guarantees
- End2end control
- Instant gratification
- Safety
- Security
- Free-zones, concessions and Trade deals transforming e.g. TPP and BREXIT
- Sustainability
- GPRS, IoT and RF
- Bespoke packaging
- Totes versus cardboard
- Quality Assurance
- Control Tower and Master Control Rooms
- Sign on glass

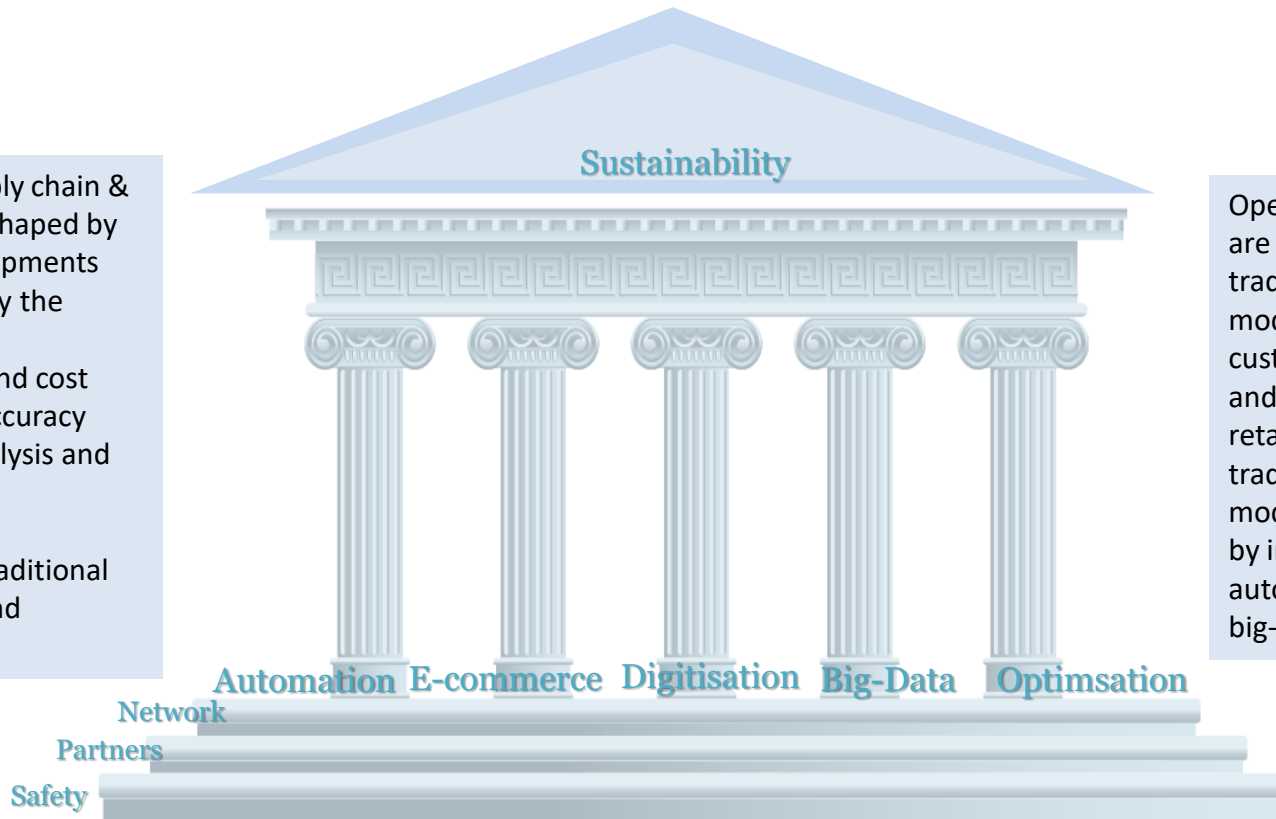
# Major drivers of change in the Logistics sector 1/1

The future of supply chain & Logistics is being shaped by technology developments that shift massively the levels of:

- 1) Productivity and cost
- 2) Quality and accuracy
- 3) Predictive analysis and optimization

This will disrupt traditional models, players and investment needs.

Operating and cost models are being transformed from traditional high-street B2B models to highly customized and tailored F2C and B2C models. Major e-retailers are disrupting the traditional players and models in the market space by investing heavily in automation, digitisation, big-data and optimisation.



Less human intervention, new methods, technology and new processes mean big shifts in safety performance. Firms out-source and leverage strategic partners and network to achieve desired results. More and more solutions off-the-shelf and cost effective.

## How we do it

1. Best in class **analytic data gathering tools and methods** for centre – of – gravity studies and real time predictive analysis systems.
2. **Qualified and experienced Project, Transformation and Change managers** committed to using standard and best practice project management methodologies e.g. PRINCE2 and PMP.
3. Leveraging Supply Chain & Logistics **subject matter experts and partners** for highly skilled expertise roles e.g. digitisation, e-commerce, logistics process automation, application of autonomous freight and handling vehicles, drone technology and artificial intelligence.
4. **Leveraging network** in ASEAN business and government.
5. Professionally and with a **commitment to our core values.**





## Some examples of our “*SWEET-SPOTS*”

1. Asia Network design solutions for international and domestic transport and distribution networks. Related implementation of necessary TMS <sup>1)</sup>.
2. Implementation and related change and risk management for the delivery of major programs in the areas of safety, automation and bespoke e-commerce omni-channel warehousing and distribution. Deep experienced in EU, AU, CN, HK, TH, SG, MY and IN markets.
3. Logistics digitisation and automation transformation of “*as-is*” full-case and split case warehouse picking, storage and dispatch systems and processes. E-commerce including enablement of interfaces and processes for TMALL, JD and Wechat.
4. Innovative racking solutions to optimise storage capacity and warehouse utilisation and/or distribution systems.
5. Design and implementation of *niche-areas* being cold-chain, GMP <sup>2)</sup>, HACCP <sup>3)</sup>, VMI <sup>4)</sup>, WMS <sup>5)</sup> a, GoH <sup>6)</sup> and vacuum storage compression optimisation systems.
6. Maximise the utilisation, tracking and sweat of related transport assets.
7. Inventory management – Holding value optimisation, security, circulation analytics, IRA, obsolescence minimisation, tracking methodologies, controls and returns processing.
8. Yield management and revenue protection to maximise bottom-line and plug revenue leakage.

1) Transport Management Solution 2) Good Manufacturing Practice 3) Hazard Analysis & Critical Control Points 4) Vendor Managed Inventory  
5) Warehouse Management Solutions 6) Goods on Hanger



## OUR CORE VALUES

**R**espect  
**I**ntegrity  
**T**eamwork  
**S**ustainability  
**S**ervice  
**P**rofessionalism  
**S**afety