

**ACE SCM  
Solutions**



Transform supply chain.....

Achieve **C**ompetitive **E**xcellence

Skill Development

Consulting

Logistics Support

Process excellence



## ACE beginning...

- Founded by senior professional in 2014
- Aims to address huge skill gap in Supply chain and logistics with focus on industry and academics
- Will help companies abroad to “source from India”
- All training programs are conducted by the founder himself assuring best attention
- Need based help from associates
- Will help industries to develop “customer-centric” supply chains
- Support huge growth plans in industries like Retail, E-commerce and 3 PL services
- Focus on MSME sector for all round development in management skills and profitable growth



**Anil, founder and principal consultant of ACE SCM Solutions, is Supply Chain professional with rich experience spanning 3 decades. He has been part of Management team of leading companies and has steered many key initiatives in Supply Chain.**

**A master of Science in Global Supply Chain management from Indiana University, USA and B.Tech from IIT Mumbai, Anil has been instrumental in Supply Chain transformation for companies in Elevator, HVAC, Retail, Chemical, Auto and other manufacturing industries.**



## Achievements

Established India Sourcing office for elevator components  
Substantial cost reduction and process improvements in elevator, HVAC Industry  
Set up China sourcing office for HVAC  
Set up Spare parts supply chain



## Learning

Participated in many global initiatives in sourcing , supplier development and other training programs  
Have been trained in Quality systems as lead auditor, Value Stream Mapping and many associated areas  
Part of various forums for Supply Chain including CII logistics



## Training

Conducted many training programs during my assignments with OTIS /Blue Star  
Recently conducted programs for companies like Owens Corning, Gunnebo  
Associated with IIMM, Bombay Chamber of commerce , MSME for training programs  
Member of IMC SME cell and Business Advisory Group in logistics for Kerala Govt.  
partner for CII logistics skill council



# Industry Challenges



## Resource Constraints

More demanding customers and lean resources, be it money, space or people



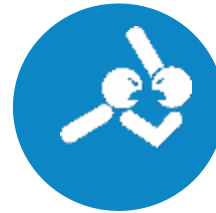
## Global Sourcing

Supply chains are getting longer and visibility in Supply chain is becoming critical to take informed decisions



## All round pressure

Pressure to cut lead time, costs, manage shorter product life cycles with more variety and uncertainty



## Building Partnerships

Need to move from transactions to Win-Win partnerships for sustained benefits



## Managing Talent

Managing human capital - key challenge in terms of retraining, redeployment, retention



## Technology Deployment

Constant review needed to use technology to gain speed, automate processes and reduce costs



## Trends in the industry

Major developments include:

- Huge investments planned by E-commerce companies like Amazon, Flipchart, Snap deal
- All big companies are focusing on skill building and technology up-gradation of supply chain partners
- Many functions have been outsourced giving additional focus
- More emphasis on SMEs as suppliers and service providers
- Importance of MSME recognized as major employer
- Huge opportunities to grow but need to improve on costs



## SCM focus improves profitability

Supply chain focus will help you to:

- Plan better
- Distribute in efficient manner
- Reduce fixed costs
- Improve asset utilization
- Reduce wastages
- Avoid obsolescence
- Reduce finance costs
- Reduce manpower
- Improve customer satisfaction



# Advantage SCM

Annualized cost reduction can be up to 15% but even at conservative estimate it would be minimum of 5%



You can also look forward to better topline, improved asset utilization and sustained growth

Strategic Sourcing	Planning seamlessly	Control Non-product spend	Working capital management	Logistics support
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Focus on Costs without reducing value



Retain  
margins



Improve topline with sustained, predictable results



## What next ?

Key question for all initiatives:

What can increase attractiveness and competitiveness of company products and services?

You can  
**ACE** it







**People development**

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Train and empower the SCM team to deliver



**Align**

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Align SCM strategy with corporate goals



**Process Excellence**

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Create framework to achieve speed, reliability and eliminate waste



**Technology**

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Use technology to automate, build speed and create visibility



**SCM as key to meet corporate objectives**



## Our training and consultancy services include

- Spend analysis
- Cost optimisation
- Distribution network optimisation
- Planning and scheduling
- Value added services
- Process audit
- Work on any pain area that you may have identified





## Some examples

### Material consumption Analysis

For all items like sheets, bars, copper rods, indirect items like gases, electrodes, paints – analyse consumption pattern against output to improve process, reduce wastage, set up recovery process .

### Part Price History Analysis

Plot the trend of a part's price over 2 years and understand the trend with reference to consumption pattern, business share of various suppliers, prices trend of major raw materials , foreign exchange to identify opportunities

### Pricing Brackets/ EOQ Analysis

Analysis identifies the optimum quantity for cost reduction . Can be done on parts where “volume purchases give cost advantage” and gains accrue with better freight rates as well.

### Make Vs. buy Analysis

Analysis identifies the cost reduction opportunity by ensuring that best combination of internal capabilities and external resources is used to maximize margins, output and capacity utilization



## Some examples

### Logistics cost Analysis

Analysis identifies a way to obtain visibility into logistics costs associated with procuring parts from suppliers as well as Finished goods to customer and helps in selecting a best approach to optimize total logistics costs.

### Product life cycle support analysis

Product maintenance costs may be incurred due to various defects in supplier parts, manufacturing errors, transit damages etc. We analyze the cost elements and also look at the whole process of support to customer during the product life cycle.

### Payment Terms Analysis

Analysis identifies buy value done with lower credit. The intent is to negotiate with the suppliers for longer credit period so that you realize savings from holding the cash and reduce working capital requirements

### Category Analysis

Analysis identifies the optimum way of categorizing parts /services and then identifying potential cost reduction by way of comparison of cost structure, consolidation, standardization etc. It also helps in identifying cost outliers within the same family of parts



### Global View

Exposure to Global practices and many industries



### KNOWLEDGE

Rich Experience with Industry leaders



### COMMITMENT

Committed to Deliver solutions for sustained advantage



### EXECUTION

Helping you to implement the solutions



### ETHICS

Integrity and Trust.  
You can rely on



### FINISH LINE

Will be there with you till the end



### AFFORDABLE

Be pleasantly surprised with our proposal



### SUPPORT

You can count on us anytime for quick, reliable response



Let us begin ACE journey today..

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