

HARNESS THE JOINT POWER OF **PRESCRIPTIVE ANALYTICS & PROCESS RIGOR**



BETTER **DELIVERY**



LOWER **COSTS**



CASH **FLOW**

TBM CONSULTING LEVERAGES **RIVER LOGIC'S BEST-IN-CLASS ADVANCED ANALYTICS** TO HELP YOU **OPTIMIZE, EXECUTE, AND TRACK** USING A THREE-PRONGED APPROACH

1

BEST-IN-CLASS ADVANCED ANALYTICS

River Logic provides modeling, analytics, and scenario exploration to identify the best path to change/implementation.

2

OPTIMIZED ACTION PLANS

TBM'S consulting approach helps to convert that information into meaningful action plans.

3

EXECUTION AND PERFORMANCE TRACKING

Dploy Solutions, TBM's web-based execution technology, helps improve tracking, monitoring, and overall performance.

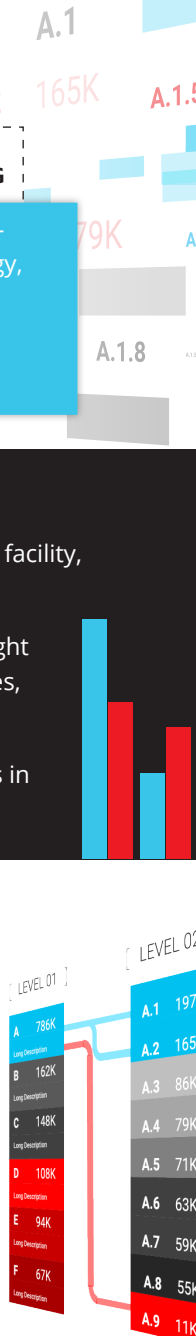
GET YOUR MOST **IMPORTANT QUESTIONS ANSWERED**

- > How are my overall costs impacted when I increase/decrease my cost per unit?
- > How much can I increase transportation costs before it negatively affects not only COGS, but overall profit?
- > How can I optimize trade-offs between inventory, labor, plant capabilities, and service levels while managing overall costs?
- > How can I quickly reconfigure production lines, per facility, if we experience issues like outages?
- > Are there profit improvement opportunities we might be missing that involve using alternate BoMs, routes, increasing machine hours, etc.?
- > How can I reassign production of one or more lines in order to eliminate unnecessary shifts?

RIVER LOGIC'S **ADVANCED ANALYTICS PLATFORM**

Balance your competing business goals while simultaneously accounting for all of your dynamic constraints

- > Fully and accurately model your business processes, resources, constraints, variables, and objectives across procurement, manufacturing, inventory, capacity, labor, and distribution
- > Model financial factors as inputs, objectives, constraints, and planning outputs so you can plan for profit
- > Create reusable dashboards and test plan performance against alternative scenarios while varying objectives and constraints
- > Leverage optimization to evaluate millions of options within business realities to arrive at feasible and optimal plans that maximize support of company objectives
- > Model how different variables such as delivery dates, cost, capacity, SKU proliferation, working capital, and production can impact decisions around engineered-to-order and made-to-order products production/quantities



TYPICAL VALUE REALIZED

- Identify marginal contributions by product (SKU level), asset, delivery, etc.
- Improve clarity in the decision-making process and reduce time to analyze production changes during times of disruption
- Add millions in additional profit by identifying incremental opportunities to improve margins
- Reduce working capital expenses by 15% or more
- Instantly balance end-to-end production costs, service levels, and inventory levels for every production allocation plan
- Eliminate unnecessary or unprofitable SKUs and reduce inventory expenses by 15% or more



SUCCESS IN ACTION

MAJOR **SNACK-FOOD MANUFACTURER**

Major Snack-food Manufacturer whose parent company is a top 50 Fortune 500 company and the largest globally distributed snack-food company, with sales of its products in 2009 comprising 40% of all "savory snacks" sold in the US.

CHALLENGE

The company had 56 flavor/shape production runs across three plants with 20 flavor/shapes in demand. They were looking for opportunities to consolidate their runs, considering they had one plant at capacity, one plant near capacity, one plant with available capacity, and four shape-platform runs that were slowed to meet other demand.

APPROACH

In six weeks, a model was built on the River Logic Platform that represented their manufacturing business, including constraints, objectives, variables, and financials.

SAMPLE **SCENARIO CREATION:**

BASE **CASE**

Locked production with flexible DC demand sourcing

SCENARIO 1

Allowed for shaped chip production relocation

SCENARIO 2

Fully optimized scenario that meets 100% service levels, allowed for both plant production allocation and transportation variance; trade-offs focused on weighing the benefits of consolidation against transportation costs

IMPACT

Flavor/shape production runs **decreased by 23 across three plants (56 runs to 33 runs)**

Net throughput increased with a **reduction in net platform hours (91% capacity utilization to 78% utilization)**

Transportation costs increased while still **saving \$37k/week across three plants in COGS**

Net seasoning hours were reduced

CONTACT BUSINESS DEVELOPMENT TO LEARN MORE



Elise Woods | Business Development



ewoods@riverlogic.com



901.484.8231



Ken Koenemann | Vice President



kkoenemann@tbmcg.com



919.471.5535

www.riverlogic.com | www.tbmcg.com