Brochure

Simpler®
CONSULTING
an IBM Company

Supply chain and logistics solutions

Applying Lean to supply chain management

Simpler Consulting, an IBM Company
5-Phase SCM Transformation Process
1. Discovery
2. Assessment
3. Design and configuration
4. Implementation
5. Support, stabilize and continuously
   improve

**Simpler's Supply Chain and Logistics
solutions**
– Strategic sourcing
– Inventory optimization
– Strategy development and
   implementation
– Sales and operations planning

From conception to consumption: Applying Lean to Supply Chain Management (SCM)

In today's economy, more and more companies are challenging their supply chains in various dimensions, including flexibility, cost reductions, risk management, technological innovation and customer service levels.

Lean is a team-based approach to continuous improvement focused on eliminating non-value-added activities or "waste" from the viewpoint of the customer. Although lean tools have been used in one form or another for many years, especially in manufacturing, we are now beginning to see them being applied to supply chain and logistics management.

Lean is (or should be) of great interest to supply chain and logistics professionals. We believe it can help give companies a competitive advantage by supporting strategies based upon one or more of the following concepts:
– Differentiation
– Cost Leadership
– Response

The **Simpler Supply Chain Practice** is designed to help clients respond quickly to the overall strategic direction while meeting new demands for process performance and increased productivity. We can help our clients create competitive advantages during different stages, including product development, planning and sourcing, to manufacturing, logistics and distribution. Simpler consultants can help clients to attain measurable results and enhanced value.

At its core, the Lean-based Simpler Business System® (SBS) is built around certain basic principles:
– **Respect.** Participants must have respect for the people involved and for the goal of continuous improvement.
– **Sustained value.** Goals aren't designed as narrow, short-term fixes; they are designed to help you create solutions to help you achieve vital to long-term success.
– **Eliminating waste.** Process improvement should be focused on eliminating waste and delivering value-added services.
– **Knowledge transfer.** More than just improving your processes, SBS teaches you skills designed to help you sustain Lean improvements.
– **Leadership/Staff Buy-in.** True improvement only happens when it is embraced at all levels.

With these core principles as a guide, our Supply Chain Practice applies a focus on key competencies, including:

– Formulating service strategy
– Process improvement and redesign
– Identifying and implementing cost savings
– Resource realignment
– Inventory management
– Contract management
– Standardization and storage design

About Simpler Consulting, an IBM Company

Simpler® Consulting, an IBM Company, is a leading management consulting firm that helps organizations around the globe to improve performance through Lean transformations. Since 1996, Simpler has worked closely with clients to foster an organizational culture that continuously seeks out opportunities to make improvements, and help to stimulate business-impacting results. With its proprietary Simpler Business System®, Simpler has helped clients to implement Lean transformations across a wide range of industries.

Simpler Consulting was acquired by Truven Health Analytics® in 2014.

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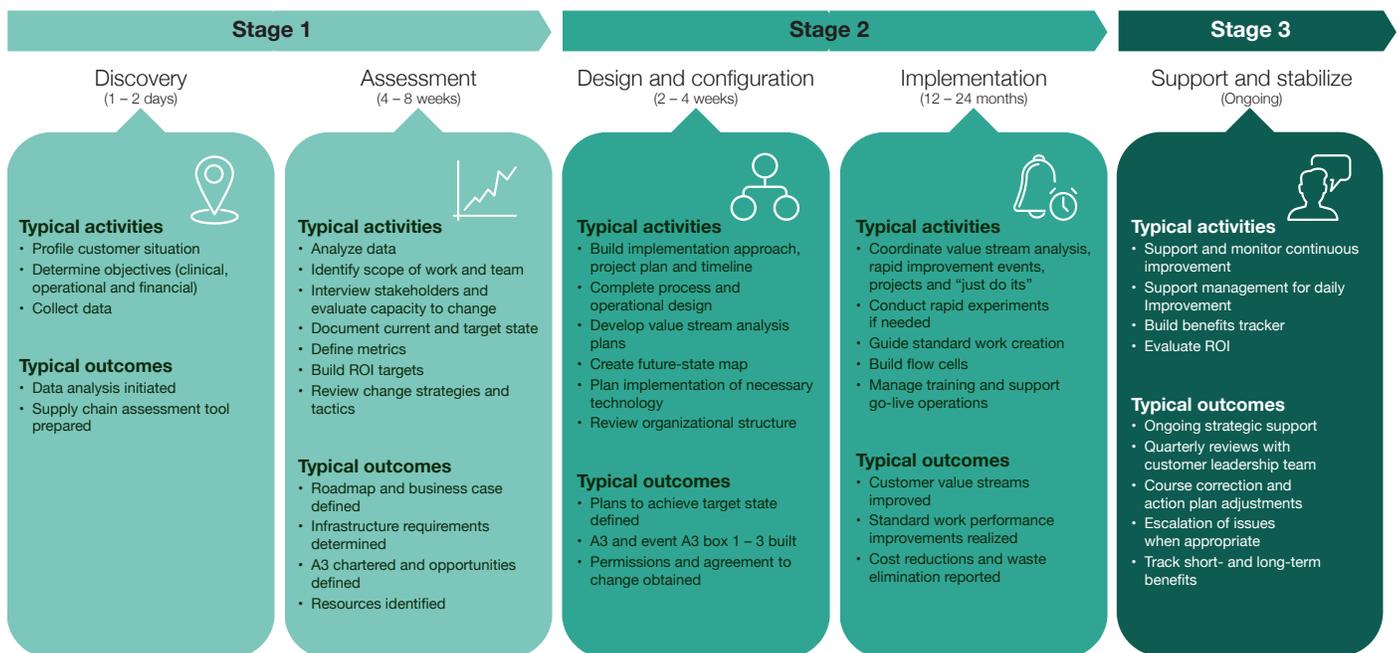
Simpler Business System (SBS)

Stage 1		Stage 2		Stage 3
Discovery (1 – 2 days)	**Assessment** (4 – 8 weeks)	**Design and configuration** (2 – 4 weeks)	**Implementation** (12 – 24 months)	**Support and stabilize** (Ongoing)
Typical activities • Profile customer situation • Determine objectives (clinical, operational and financial) • Collect data **Typical outcomes** • Data analysis initiated • Supply chain assessment tool prepared	**Typical activities** • Analyze data • Identify scope of work and team • Interview stakeholders and evaluate capacity to change • Document current and target state • Define metrics • Build ROI targets • Review change strategies and tactics **Typical outcomes** • Roadmap and business case defined • Infrastructure requirements determined • A3 chartered and opportunities defined • Resources identified	**Typical activities** • Build implementation approach, project plan and timeline • Complete process and operational design • Develop value stream analysis plans • Create future-state map • Plan implementation of necessary technology • Review organizational structure **Typical outcomes** • Plans to achieve target state defined • A3 and event A3 box 1 – 3 built • Permissions and agreement to change obtained	**Typical activities** • Coordinate value stream analysis, rapid improvement events, projects and "just do its" • Conduct rapid experiments if needed • Guide standard work creation • Build flow cells • Manage training and support go-live operations **Typical outcomes** • Customer value streams improved • Standard work performance improvements realized • Cost reductions and waste elimination reported	**Typical activities** • Support and monitor continuous improvement • Support management for daily Improvement • Build benefits tracker • Evaluate ROI **Typical outcomes** • Ongoing strategic support • Quarterly reviews with customer leadership team • Course correction and action plan adjustments • Escalation of issues when appropriate • Track short- and long-term benefits

Figure 1: Simpler Business System–Supply chain

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