

# Building Advantaged Operations

PwC Consulting Vietnam



“ Good strategy is not just about what we want to be, but more importantly about how we get there”

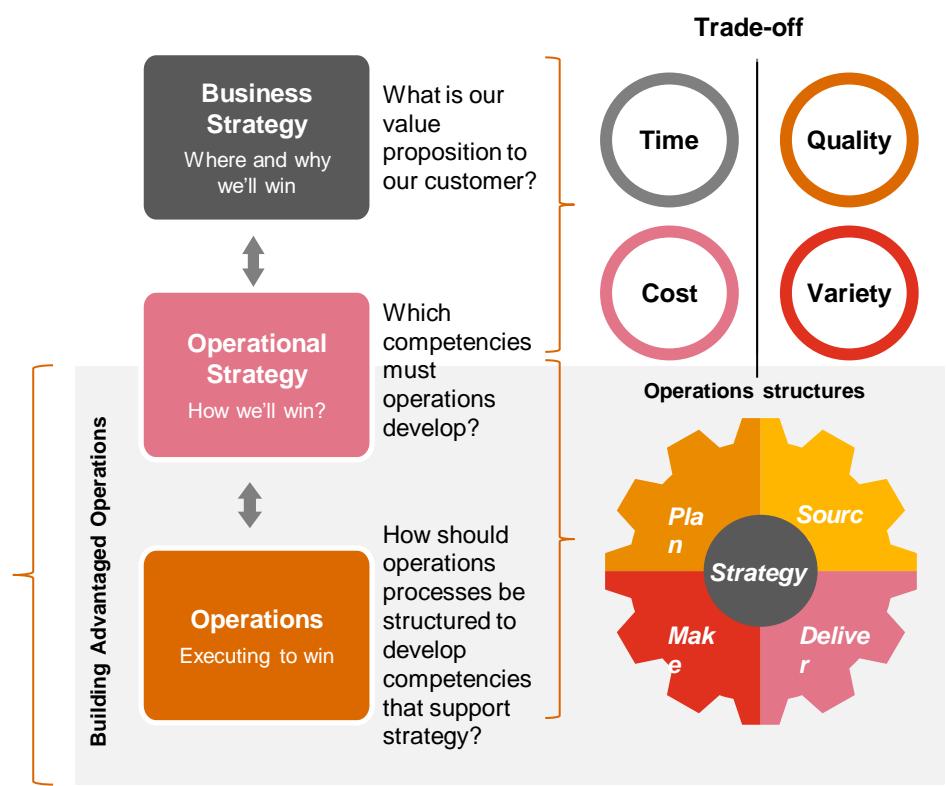
## Building Advantaged Operations requires restructuring of internal resources to meet market needs

Significant growth in the Vietnamese economy has led to challenging operational issues for businesses in Vietnam. Translating business strategy into on the ground operations execution is the key to a successful business.

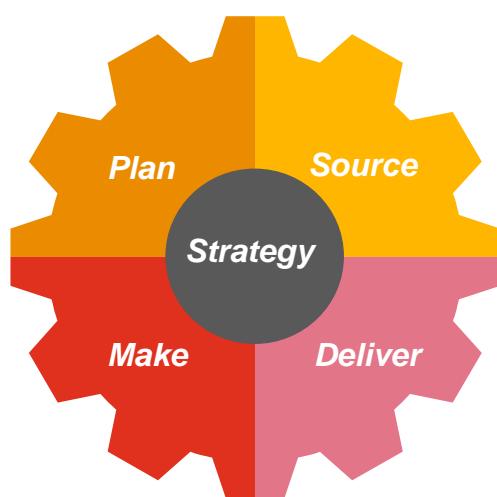
We typically ask our clients two key questions to understand their current situation;

- Does your operational strategy link to your business strategy?
- How well are you executing the operations strategy?

“Executing the strategy” involves identifying the competencies needed by the company to succeed and embedding those competencies into an operational plan which will not just lead to efficiencies (cost reduction) but also create sustained value for the company and the market.



## The right configuration of these internal resources/ operations structures will create sustained value for the company



- Strategy**  
Translation of business needs into an execution plan and the seamless deployment of that plan
- Plan**  
Plan and align all supply chain/operations (source, make & deliver) activities over specified time periods to proactively satisfy market demand and achieve organisational goals
- Source**  
Identification and deployment of resources associated with ordering, delivery, receipt and transfer of raw materials, products or services
- Make**  
Identification and deployment of manufacturing resources to help meet business needs
- Deliver**  
Identification and deployment of resources associated with performing customer facing order management or order fulfilment activities



## Our services

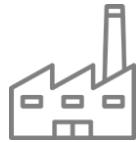
We provide an inclusive range of services that addresses all operational aspects and delivers direct impact to the bottom-line of an organisation.

Our services improve financial performance, increase governance and accountability and helps address known and unforeseen challenges.

		Our services	Examples of typical projects we have completed
STRATEGY	Operations Strategy	<ul style="list-style-type: none"><li>Overall Network Design &amp; Optimisation</li><li>Overall Performance Improvement</li><li>Value Chain Analysis (Make vs. Buy)</li></ul>	<ul style="list-style-type: none"><li>Redesigned national logistics network to deliver improved network design, route optimisation, load planning and asset planning.</li><li>Executed make vs. buy review of production components leading to reduction in product cost and increased focus on value-add activities.</li></ul>
PLAN	Integrated Planning	<ul style="list-style-type: none"><li>Sales &amp; Operations Planning</li><li>Forecasting &amp; Demand Planning</li><li>Product Development Process</li></ul>	<ul style="list-style-type: none"><li>Implemented integrated sales and operations planning to reduce time to market and optimise inventory levels.</li><li>Designed product development process to reduce project cycle time and cost.</li></ul>
SOURCE	Procurement & Sourcing	<ul style="list-style-type: none"><li>Commodity Strategy</li><li>Strategic Sourcing</li><li>Supplier Management</li><li>Procurement Transformation</li></ul>	<ul style="list-style-type: none"><li>Diagnostic assessment of external expenditure to identify areas to save cost and improve procurement operating model.</li><li>Develop supplier risk management strategy and vendor evaluation programmes to reduce risk of supply chain failure.</li></ul>
MAKE	Production Strategy & Operations	<ul style="list-style-type: none"><li>Production Strategy</li><li>Plant Turnaround</li><li>Performance Improvement</li><li>Strategic Cost Reduction</li></ul>	<ul style="list-style-type: none"><li>Debottlenecking of the production process to improve turnaround time.</li><li>Production process assessment and materials traceability review to prepare for TPP.</li></ul>
DELIVER	Logistics & Inventory Management	<ul style="list-style-type: none"><li>Distribution Network Design &amp; Optimisation</li><li>Warehouse &amp; Distribution</li><li>Transportation Improvements</li></ul>	<ul style="list-style-type: none"><li>Developed an inventory model to calculate optimum stock levels, freeing up working capital and reduce incidents of stock outs.</li><li>Re-design of warehouse facilities to reduce processing time and increase capacity.</li></ul>

## Industries we serve

We have worked with clients in a variety of industries, including but not limited to the following:



Manufacturing



Retail



Automotive



Logistics



Construction



Service Industry



Technology & Telecom

**Cross-industry studies show that integrated operations management typically yields the following results:**

**25 – 50%**

reduction in total supply chain costs

**25 – 60%**

% reduction in inventory-holding

**25 – 80%**

increase in forecast accuracy

**30 – 50%**

improvement in order-fulfillment cycle time

## Contacts in Vietnam

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