

J&M CONSULTING SOLUTION



J&M GREEN & OPERATIONAL EXCELLENCE

Optimising Operations in the Supply Chain while delivering Sustainable Green Results

- Opportunities for joint improvement in Operations and Green Sustainability
- Clarify your business options and positioning
- Identify integrated Operations and Sustainability roadmap for improvement
- Develop clear Key Stakeholder understanding, buy-in and communications
- Deliver commercially focused plans and results

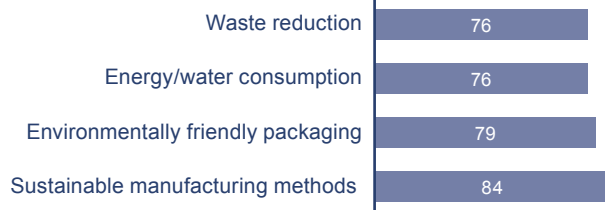
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CONSUMERS AND THE AUTHORITIES DEMAND GREEN SUSTAINABILITY

Given melting polar ice caps and the increasing price of oil, the pressure on industry from consumers and legislators to use energy in an environmentally friendly way and reduce CO₂ emissions is growing. According to recent research, 90% of consumers want to buy climate-neutral products in the future. In addition, it is merely a question of time until the legislators vote through further measures to follow on from emissions trading. Companies are therefore currently faced with the challenge of aligning their value chain correspondingly to balance Green Sustainability demands with ongoing operational excellence.

GROWTH THROUGH SUSTAINABILITY

Consumer willingness to buy sustainable products, even at a higher price (in per cent)



1. Clarify Challenges, Objectives and Real Needs:

The first thing to do is determine your own common operational and green goals: does your company want to be a "first mover" for differentiation, or, is the absolute minimum, of simply fulfilling future conditions determined by the legislators/trade sufficient? What do your key customers already expect of you in terms of Carbon Footprint, supplier policies, and measurements? What are the relevant legislative imperatives and future horizons? What are the CSFs to make this happen? How does this all align with your current business strategy/plans?

2. Understand Critical Levers and Risks:

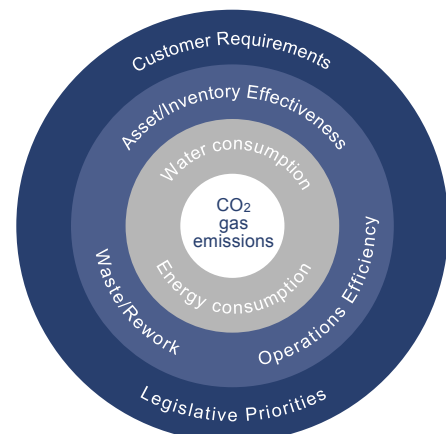
Understand existing Operational Improvement and Green Sustainability actions underway, analyse opportunities for further improvement and identify common impacts. Consider the end-to-end value chain dependencies and effects. Identify relevant best practice and support available (e.g. Customer's supplier support initiatives, industry best practice, and existing packaged tools and solutions). Outline the clear risks to the business.

Given the complexities and inter-relatedness of both Green Sustainability and Operations Excellence, J&M's methodology targets a quick, systematic approach to analyse and identify the greatest potential and levers for optimisation, quantifies them and evaluates the risks involved.

3. Develop Action Plan & Business Case: (Planning for results not just activities)

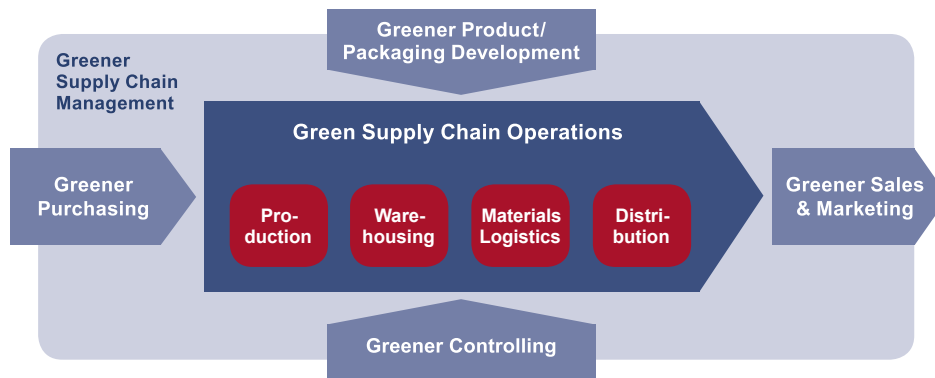
Using the outputs from the previous steps prioritise and reverse chain the desired outcomes to create an integrated action plan.

DEFINING BUSINESS POTENTIAL AND PRIORITIES



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FOCUS ON END-TO-END GREEN OPERATIONS & SCM POTENTIAL



Then iteratively factor in risks, resourcing and investment consequences to establish:

- Business Case – integrated for both Operations and Sustainability improvements phased over time (including any quick wins etc)
- Investment Requirements: capital, operational and key people resources
- Key Measures and Metrics – to measure both progress and bottom line improvements
- Phased Action Plan – that also identifies key dependencies both within programme and to other initiatives
- Internal and External Stakeholder Plans – how to involve and communicate with them

4. Go/No-Go Decision:

The Quick Scan stage quickly and efficiently positions the Business Leadership Team to make decisions around the way forward – is the time right to move forward?

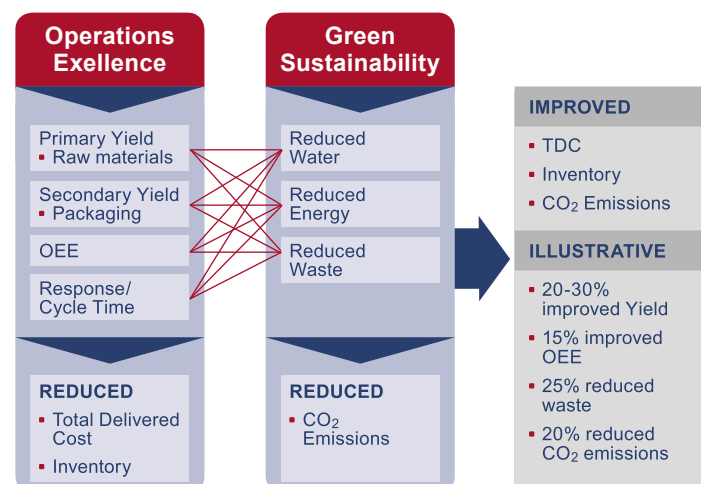
- How would we position ourselves?
- How does this stack up with Customer and Legislative requirements and does this make commercial sense?
- What's the potential Operations and Sustainability Improvement and the joint impact

on the business in financial and non-financial terms?

- What are the risks of both: doing nothing, and to this integrated programme itself?
- How long will this take and what resources (people and financial) would be required?
- How will we know we are on track and the improvements we have delivered?
- Who else (key stakeholders) needs to be informed or directly involved?

BALANCING OPERATIONS AND GREEN SUSTAINABILITY FOR BOTTOM LINE RESULTS

Illustrative Manufacturing example



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OPTIMISING OPERATIONS & SUSTAINABILITY FOR GREEN RESULTS

J&M Management Consulting combines outstanding Management Consultancy with innovative IT solutions. Our clients include leading companies in Consumer Products and Retail along with other analogous sectors (Automotive, Chemicals, Pharmaceuticals, Hi Tech and diverse Manufacturing). This industry insight and access to best practice, coupled with our proven approaches for Operations and Sustainability Improvement makes the Quick Scan

for Optimising Operations & Sustainability Improvements rapid and effective. A Quick Scans usually take place over a 3-5 week period depending on the Client situation; while Results Delivery Implementation phases typically take 6-12 months due to the multi-faceted change management aspects involved.

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OPERATIONS & SUSTAINABILITY OPTIMISATION – QUICK SCAN

