

SMITHS

HIGH PERFORMANCE



Bespoke Supply Services (BSS)

Individually tailored solutions to revolutionise your engineering raw material supply chain.

www.smithshp.com



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HIGH PERFORMANCE

WE PROVIDE CUSTOMISED SUPPLY
PACKAGES TO IMPROVE YOUR EFFICIENCY
WHILE SAVING COSTS

Many customers are happy with a simple supply arrangement where stock is ordered and delivered on an item by item basis.

However, more customers are looking for a greater level of service, such as **Formula 1** teams and their sub-contractors. We offer a full range of bespoke supply solutions, tailored to your requirements.

Continual investment in our industry-leading IT platform allows us to develop an unrivalled range of purchasing options and supply chain innovations which we combine in many different ways to create bespoke supply packages.



IMPROVING SUPPLY CHAINS

Rather than just focusing solely on raw material prices, we manage your through costs with an implementation plan to ensure that we maximise cost efficiencies. You can interface directly with our bespoke IT platform, which offers total supply chain visibility and accurate forecasting, using a combination of demand analysis, algorithms and real-world experience.

We also provide online access to electronic copies of documentation or the option of having them automatically emailed to you at an address of your choice.

To maximise the potential of any Bespoke Supply Solutions (BSS) package, it is essential that we first gain a comprehensive understanding of your business.

We adopt a multi-staged process that ensures we cover every aspect of your raw material supply chain.

SIX STAGE PROCESS

1

A detailed telephone conversation would take place to gain an understanding of the areas where you feel you could benefit from a streamlined supply chain.

2

We then arrange a visit to your premises where a member of our team will gain a deep understanding of your current business processes and explain some of the solutions that are available (some of which you may not know even exist).

3

If required, further meetings with members of your procurement, planning and engineering departments would take place to ensure every aspect of your supply chain has been evaluated.

4

From all the information gathered a BSS package would be built and then presented to you and any members of your team you wish to involve. A full explanation of the value-added and through cost-benefit of each feature will be discussed in detail.

5

Once we have agreed through cost targets, an implementation plan would be put in place; if changes are required, we return to stage 3 or 4.

6

Implementation takes place with no impact on manufacturing, a member of our team is nominated as your point of contact to provide ongoing support and to ensure regular review meetings are undertaken.

HOW IT WORKS?

WE GET TO KNOW YOUR BUSINESS AND
BUILD SUPPLY PACKAGES WHICH EXCEED
YOUR EXPECTATIONS



CUSTOMER BENEFITS

Any size business will benefit from a Smiths Bespoke Supply Solution.

We believe we will create significant efficiency improvements in the supply of your raw materials, improving material availability whilst at the same time reducing costs.

It all starts with a telephone call to discuss your needs.



EXPLORE THE POSSIBILITIES

Take a look at how our supply solutions resolve common problems

In the following list you will see common issues and how our BSS packages resolve them.

All our solutions are totally customisable.

- ☒ Multiple disjointed suppliers
- ☒ One single streamlined supplier
- ☒ Dependency on slow, inaccurate information
- ☒ Complete supply chain visibility through our 24/7 online portal
- ☒ Complicated and poorly formatted feedback and reporting
- ☒ Easy access to the online portal using your own part numbers to navigate around reports and data streams
- ☒ Proof of deliveries and test certificates take days to be retrieved
- ☒ Online access to electronic documentation or the option of having them automatically emailed to you
- ☒ Inaccurate supplier forecasting based on guesswork
- ☒ Accurate forecasting using a combination of demand analysis, algorithms and real-world experience
- ☒ Unexpected stock shortages leading to factory downtime
- ☒ High certainty of stock availability
- ☒ Excess inventory causing supply chain inefficiency and a bloated balance sheet
- ☒ Your stores transferred to a Smiths service centre for call off on a JIT basis with lineside delivery an option
- ☒ Slow, time-consuming order process over phone/fax/email
- ☒ Fast, accurate, ordering using our online portal
- ☒ Multiple orders covering materials for component production
- ☒ Tagged sub-assemblies that mean one order for all materials
- ☒ Slow, inefficient processes and procedures
- ☒ Streamlined systems feeding into lean manufacturing operations
- ☒ Multiple invoices that take time to check, enter and process
- ☒ A choice of a single daily/weekly/monthly consolidated invoice
- ☒ Difficulties managing multiple subcontractors each with different sourcing methods
- ☒ Total sub-contractor visibility with options to control sourcing
- ☒ Uncertainty and confusion over stock and incoming lead times
- ☒ Up to date mill lead times and 'live' stock info via online portal



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