

TMG

ENABLING STRATEGIC IMPACT:

Strategic Sourcing and Supply Chain success is increasingly a function of the match between the right individual and organizational competencies and a World-Class process that reflects the needs of the organization. Continuous Talent Management is required to ensure that the needs of the organization are being met by the people that comprise it. The Mpower Group Helps our clients through

- > Expertise (both theoretical and practical) in identifying, assessing, and closing competency gaps
- > Hands-on experience building World-Class sourcing and supply chain processes and organizations
- > Commitment to be strategic partners, not consultants, throughout the project

WHAT CLIENTS ARE SAYING

"We found that The Mpower Group really lived up to their name. They brought the skills, knowledge and "can do" attitude necessary to meet our goals. Now, it's up to us to make sure that our people get the experience and support they need to become truly world class sourcing and supply chain professionals."

- Doug Rohn
*Chief Procurement Officer, Vice President,
 Global Purchasing & Supply Management
 Volvo Construction Equipment*

THE MPOWER GROUP

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CLIENT

CHALLENGE

Reduce Total Costs to Become More Competitive in the Market

Volvo Construction Equipment (VCE), a \$6 billion manufacturer of heavy equipment faced an increasingly price-sensitive market. VCE looked to its Sourcing and Supply Chain organization to provide a response. The Mpower Group was selected to provide consultation, guidance, and training that would: Reduce the Cost of Goods, Improve Customer Response Time, Maintain Engineering Excellence.

APPROACH

Assess Supply Chain against World Class Standards - Create Road Map to Get There

- > Assessment of VCE's individual and organization competencies in Strategic Sourcing, Supply Chain Management, and Change Management.
- > Creation of a Road Map by job family that addressed all critical individual competency gaps identified.
- > Development and delivery of over 400 curriculum hours of training to 600 person Sourcing and Supply Chain organization.

RESULTS

Initiated Three Global Sourcing Projects with cost savings range of 4-11%

Using the newly implemented VSP (Volvo Sourcing Process) and its associated toolkit, VCE was able to identify and, more importantly, obtain support from key internal leaders to pursue, over \$50,000,000 in potential savings. The teams assigned to those projects built on their learning in the training sessions and made more progress by year's end than similar efforts had achieved in 18 – 24 months of effort.

Enhanced VCE's Organizational Competencies

VCE and TMG developed a Strategic Sourcing process that incorporated world-class sourcing practices and reflected the realities of VCE's culture and customer base. TMG, working closely with VCE's Design Validation Team, adapted existing tools and developed new performance aids, tested the results on several pilot projects, and refined the toolkit to provide an easy to use compendium of key resources that supported the Volvo Sourcing Process.

ABOUT THE MPOWER GROUP

We are in the business of "Mpowering" our clients to accelerate superior business outcomes by unleashing the full potential of their Strategic Sourcing and Supply Chain organizations. From full transformations of purchasing groups into World-Class strategic sourcing organizations, to continuous improvement of mature supply chains, we unlock the potential value in your organization in three ways:

Building Exceptional Talent

- > Elevate the skill sets of your supply chain and sourcing professionals to World Class levels

Accelerating Strategic Transformation

- > Rapidly move your organization up The Mpower Group's Strategic Sourcing and Supply Chain Maturity Model to peak performance levels

Maximizing Deal Value

- > Realize the full value available to you from large and/or complex deals