



# INSIGHT GROUP TECHNOLOGIES

Business Consulting Division



# Overview

- Insight Group Holdings Inc. is focused on providing services and creating value for businesses in the supply chain management market with a focus on logistics and warehouse operations.
- The Company is headquartered in Toronto with offices in Chicago, UK and Australia, providing solutions to clients on 4 continents.



# Corporate Services Offering

- The Company provides the following services to its growing supply chain management customer base:
  - **Consulting** – senior level consulting practice that is focused on providing customers with best of breed network rationalization and overall supply chain management counsel including business process improvements and inventory reduction.
  - **Software** – strategic, tactical and operational technology solutions including full user training and support services.
  - **Contracted Warehouse Management [4PL]** – the management in a turnkey manner entire warehouse and distribution operations of clients.



# INSIGHT GROUP TECHNOLOGIES

- Member company of Insight Group Holdings a global organization specializing in Supply Chain and related services
- The Technologies Group has two principal areas of focus:
  - Business Consulting Services
  - SCM software and wireless solutions



# Insight Group Products

## ■ Enterprise

- Warehouse Master II WMS
- Transportation Management System
- Transport Planning System

## ■ Strategic

- Strategic Logistics Modeling

## ■ Desk Top

- DC Expert
- Transportation Routing & Scheduling

## ■ Professional Services

- Consulting
- Health Check
- Implementation



# Customer List

- Karrys Wholesale
- Rohm and Haas
- Cadbury
- Liquidation World
- Corporate Express
- Unilever
- Hannaford Bros.
- System MAX
- Tibbet and Britton
- Progistix
- Acklands Grainger
- Foodstuffs (NZ)
- Nissan
- Moen
- Ryder Logistics
- Lennox



# Key Industry Sectors

- Retail
- Wholesale
- Distribution
- Trade
- Import/Export
- Manufacturing
- Technology and Telecom



# Services

- Our consulting group brings over 20+ years of experience in providing strategic operational and growth support to clients on 4 continents.






# Supply Chain - Strategic

- Network Optimization
- Site Selection
- ROI/Capital Justifications
- Outsourcing
- M&A
- Facility Design
- Materials Handling Solutions
- DPP Analysis
- Benchmarking
  - Performance
  - Operations KPI
  - Service Levels
  - Costs/Revenues




# Supply Chain - Tactical

- Layout Planning
- Project Management
- Capacity Planning
- Inventory Analysis & Simulation
- Business Process re-engineering/Method Studies
- Transportation Studies
- Freight Audits
- Rate Validation
- Routing & Scheduling
- Outsourcing



# Supply Chain - Operational

- Procedures & Process
- Operations Management
- Manuals & Documentation
- Re-buy Multiples
- Inventory Control
- Change Management
- Warehouse Slotting
- Utilization:
  - Labor
  - Resources
  - Capital



# Supply Chain - Technology

- **Systems Needs**

- Warehouse
- Labor
- Maintenance
- Transportation
- Strategic/Planning

- **Functional Specifications**

- **Systems**

Implementation

- **User Acceptance Testing/Training**

- **Change Management**



# Reasons Why Companies Choose to Work With Insight

- Extensive strategic planning experience working with go to market companies and guiding new product/company launches.
- Experience and knowledge in helping clients build revenue and brand equity.
- Practical - know what to do to **reliably** deliver **value added** and **economically priced** business solutions.
- Project team experience covering key functional areas of business: marketing, finance, human resources [labor strategy], software/systems and supply chain management.
- Track record of delivering results on time.



# Technology Review

- Identify and catalogue the existing Intellectual Assets.
- Capture the specific knowledge of its employees through codification of this knowledge in a form that is useful to other employees -- the codified information and associated documents can be deemed to be trade secrets and comprise Intellectual Assets belonging to the business.
- Assist in the identification of potentially patentable inventions and a patenting strategy should be consciously considered.
- Through the review, recommendations will be made with respect to IP valuation alternatives e.g. tax free zones and “fair market’ pricing



# Technology Review

Develop a three tiered approach to Systems Solutions for the Group:

- Current Operational Systems and Support Services
- Tactical Midterm Systems to ensure business objectives are attained
- Strategic Solutions embracing off shore development and least cost/best practice concepts.

These initiatives should be complimented by two further studies:

- Review of Competition
- “Next Big Thing” technology review emphasizing devices and pay as you go services



# Success Stories

- Insight provided an operation review and strategic plan for the largest grocery chain in New Zealand. The outcome of this plan and implementation was a net increase in capacity of 21% and reduction in labour by 23%.
- Insight has provided a Strategic Plan and Implementation services to one of the largest independent wholesalers in Canada which has created a net gain of over \$1 Million to the client in a period less than 6 months. This has resulted in a net savings of over 13% of the operational budget.





# Success Stories

- Insight has provided a leading automotive manufacturer optimization and software services which have led to the redesigning of their operations
- The net benefit to the client is in excess of a 35% capacity increase and extending the life of the current facilities by close to 7 years.