



## **CMC Manufacturing and Supply Chain Overview**

**Combined Management Consultants (CMC) is a quality independent ERP, Project Management, Business and IT Consulting organisation.**

CMC has been in business since 1980 providing Strategic ERP Consulting and Project Management Services to over 100 organisations across a range of industries including Distribution, Manufacturing, Warehouse Management, Supply Chain, Retail, Telecommunications, Finance and Government.

Having helped determine the needs of our clients, the goal of each and every member of our team of strategic consultants, project managers and systems professionals, is to deliver results and complete projects on time and on budget. The consistent achievement of this objective has made us a valued partner to our clients as well as many IT and Professional Services organisations.

CMC is able to demonstrate a successful track record with all our customers and our unique set of capabilities makes us an ideal choice as a long term business partner.

### ***High Value Professional Services***

The foundation of our portfolio of skills is Strategic ERP Consulting and Project Management expertise. We specialise in:

- **Strategic ERP Planning and Advice**
- **Supply Chain and Manufacturing Consulting**
- **Warehouse Management Strategy and Design**
- **Project Management**
- **Sales and Operations Planning (S&OP)**
- **Vendor and System Evaluation and Selection**
- **Business Process Analysis and Requirements Definition**
- **Tender Management and Vendor Facilitation**
- **Change Management, Transition and Training**
- **Test Management and Testing Methodology**
- **Quality Assurance Reviews**
- **Independent Steering Committee Representation**
- **Business Case Development**
- **Networks and Infrastructure**



### **Australian Manufacturer of Health Products and Vitamins**

This leading Australian manufacturer distributes their products to pharmacies, health food stores and supermarkets. CMC was engaged by the organisation initially to manage the independent Evaluation and Selection of a Sales Force Automation (SFA) solution for a team of 80 mobile sales staff.

CMC assisted with the preparation of RFP documents, functional matrices and demonstration scenarios and mentored the organisation's internal Project Manager.

CMC was then invited to conduct an effective and collaborative review of the Warehouse Strategy and Design for a new manufacturing facility.

Following this, CMC provided Program Management for the company's relocation to new premises. The transition to a new facility was a major undertaking and CMC's PMO processes and templates are assisting the business to manage the projects that would be necessary to successfully transition the infrastructure, operational capability, people and related services.



### Leading Manufacturer of Pet Foods

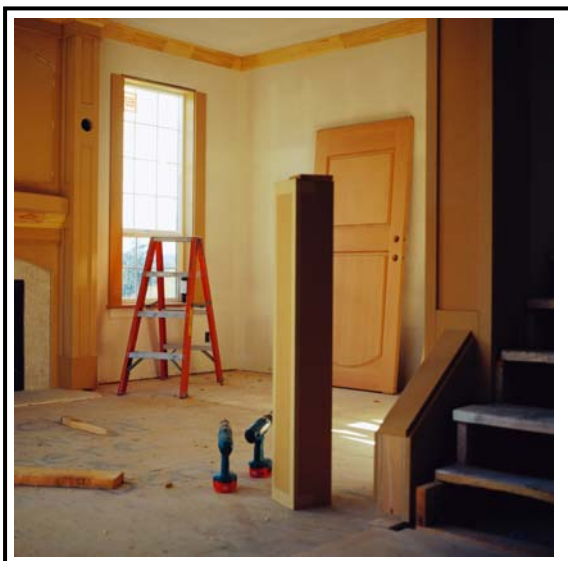
This privately owned business had a strategy to expand both domestic and overseas markets whilst reducing costs and inefficiencies to improve margins. The group had experienced significant growth and required a road map that identified the IT and Business Systems improvements that would be required to support the growth and strategic direction of the company.

CMC was engaged to develop a Strategic Systems Information Plan (SISP) that covered:

- ✓ Forecasting / Demand Planning and S&OP
- ✓ Production / Factory
- ✓ Warehouse Facility
- ✓ Trading Partners
- ✓ IT Network and Infrastructure
- ✓ General Business and Administration
- ✓ Engineering / Maintenance
- ✓ HR/ Payroll

CMC worked with the CFO to prioritise the various elements of the strategy and then to determine the scope. CMC's processes and standards were used as the overall guiding methodology for the project.

A number of key recommendations were made and a Portfolio of Projects was identified to deliver the effective and efficient use of information systems across all aspects of the business.



### Apparel & Footwear Manufacturers and Distributors

CMC was contracted to implement applications suitable for the requirements of a number of clothing and footwear manufacturers in Melbourne and Sydney. These manufacturers primarily produced garments for themselves and organisations such as Speedo, Bisley Shirts, Adidas and others.

In each case, the deployment of the solutions was based on packaged software that required substantial customisation to handle the issues of size and colour ordering of indent stock. The flow on effect to production planning and forecasting were also included in the solutions.

These industries were subjected to the impacts of fashion trends and seasonality as well as colour and size requirements and therefore had special functional requirements not easily handled by solutions available at that time.



### Windows and Doors Manufacturer

Following the successful implementation of a replacement ERP system for the business, CMC formed a strategic business partnership to assist with the building and process design, as well as to ensure the appropriate movement strategies were in place for the new Distribution Centre. CMC has provided the following support to ensure delivery of the program:

- ✓ Ongoing Program Management;
- ✓ Warehouse Strategy and Design;
- ✓ Organisational Change Management;
- ✓ Rollout Planning;
- ✓ Training Management; and
- ✓ Test Management

CMC is continuing to work with this client to rollout the ERP solution to other areas of the business interstate.



### Australian Bed Manufacturer

CMC was engaged by the 3<sup>rd</sup> largest bed manufacturer to conduct a detailed evaluation process to identify a suitable replacement ERP system for the organisation. This system needed to meet the current and future requirements of the business in the areas of BOM, Inventory Planning, Sales Order Management, Manufacturing (light) and Forecasting.

The organisation utilised CMC's Evaluation Methodology and Expression of Interest (EOI) and Request for Proposal (RFP) templates and processes to identify a short list of vendors to be considered as solution provider. MicroSoft's Dynamics NAV solution was selected by the business.

### Manufacturer of Phased Array Radar

The organisation was gaining new business in Australia and internationally and needed to ensure that business processes were appropriately supported by assessing requirements and identifying preferred application directions.

The organisation had built up a foundation of business systems based on the Pronto Xi ERP supported by numerous internal developments. This was not optimal for supporting some of the directions that the business was pursuing – therefore necessitating the evaluation of available solutions in the market.

CMC was engaged to assist with the Evaluation and Selection process of new solution elements, including Document Management (DM), Product Lifestyle Management (PLM), ERP and Project Portfolio Management (PPM).

The most critical business needs were identified as being PLM and PPM. The company made a decision to implement a solution from Cincom to address their requirements.

### Bionic Ear Implant Manufacturers

An international software organisation was project managing the implementation of Order to Cash and Service Delivery modules for our client. As implementation was approaching, Change Management assistance was required to scope and manage the workforce readiness activities in preparation for the rollout.

CMC was engaged to define the Change Management Strategy and tasks for the program.

*"CMC added significant value to our ERP selection process. CMC provided us with sound advice and direction and assisted immensely in guiding us through the evaluation.*

*We particularly valued the understanding that Peter Goes had of the needs and culture of a family business. His advice was always pragmatic and of the highest professional standard".*

**Paul Hyam**  
**Chief Financial Officer**  
**A.H. Beard**

CMC then facilitated the delivery of this strategy and supported the business through the readiness assessment stages – thereby contributing to the successful implementation.

### Aluminium Finishing Manufacturer

Our client is a manufacturer and distributor of aluminium and aluminium finishing products. The company was responsible for finishing a significant part of the Olympic Torch for the 2000 Olympics in Sydney.

The organisation required a system to not only control Manufacturing and Scheduling, but to manage the Sales, Distribution and Financial Analysis for the business, which has representation around Australia and across Asia.

A packaged solution was sourced from the market and implemented. Following this, substantial enhancements were made to the package to accommodate specific manufacturing and scheduling requirements and to extend the solution for deployment in all states where a Sapphire branch exists. The system that was implemented and has effectively managed and allowed the business to grow without the addition of any IT resources.

Customisation continued with a new streamlined production management module being implemented.

The organisation is now embarking on a System Evaluation and Selection Project to replace their current legacy applications. A number of solutions were considered and a preferred manufacturing and finance solution was selected and implemented.



### Major Bread Manufacturing and Distribution Group

CMC conducted a Business Requirements Analysis for a software solution covering areas from raw materials control through to production, the management of delivery vendor schedules, van loading, run reconciliation, cash reconciliation and distribution resource planning.

The requirements were formulated into detailed functional specifications, where were the foundation of the application development process.

The process of the systems development lifecycle was managed and driven by CMC, as well as the client walkthroughs, steering committee management, budgetary control, change management and implementation.

### Manufacturer of Writing and Drawing Products

CMC's client is a family owned company and the manufacturer of a diverse range of high quality writing, drawing and colouring products.

The organisation had identified a number of "pressure points" with their environment which needed urgent action in order to stabilise the business systems and operating procedures within the organisation. The business also needed to decide whether to upgrade to a new version of their existing solution and whether this could be done in a specified timeframe at the main site in NSW but also the sales offices located in VIC, QLD, SA and WA.

CMC worked with the client and the vendor to review the strategy and capability of the vendor to commit to the required deadlines and budget estimates. The project was divided into phases and CMC provided Project Management Support to implement the core business functions / requirements for Phase 1. Phase 2 may include further enhancements such as Customer Relationship Management (CRM).



### Clients

Following is a list of some of the organisations that our consultants have experience working with.

- **A.H. Beard**
- **Aluminium Specialties Group (ALSPEC)**
- **Bradnam Group**
- **Blackmores**
- **Bush's Pet Foods**
- **CEA Technologies**
- **Cantarella Bros**
- **Cerebos**
- **Cochlear**
- **David Brown Gear Industries**
- **G. James Australia**
- **Faber-Castell**
- **Fantastic Furniture**
- **Lynch Group**
- **Poulos Bros**
- **Sapphire Aluminium Industries**

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**Combined Management Consultants**  
PO Box 511 Manly NSW 1655  
Ph + 61 2 9977 8338 | Fax: + 61 2 8456 5971  
ABN 17 001 982 716 | [www.cmcaust.com](http://www.cmcaust.com)