



## CMC Retail 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 leading IT and Professional Services organisations.

### ***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**
- **Retail and Supply Chain Consulting**
- **Sales and Operations Planning (S&OP)**
- **Warehouse Management Strategy and Design**
- **Project Management**
- **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 Documentation**
- **Business Benefits Realisation Strategy Development**
- **Networks and Infrastructure**



### ***CMC Retail Clients***

CMC has delivered proven results for many industries. Some of our retail clients include:

- **Caltex**
- **Fantastic Holdings**
- **GraysOnline**
- **Hardex / Mitre 10**
- **NSW University Union**
- **OPSM**
- **Oroton**
- **Retravisision**
- **Sydney University Union**
- **Telstra Retail**



## ***Specific Retail Experience***

CMC has expertise in IT and Business Retail Strategy and Implementation. An overview of our skills and knowledge is provided below:

### **IT and Business Strategy**

- ✓ Systems Design and Architecture
- ✓ Systems Selection and Implementation
- ✓ POS Rollouts
- ✓ Efficient Consumer Response
- ✓ Project Management
- ✓ Testing and Quality Assurance
- ✓ E-commerce Strategy
- ✓ Supply Chain Management
- ✓ Business Process Review
- ✓ Organisational Change Management
- ✓ Warehousing and DC Strategy
- ✓ Customer Relationship Management
- ✓ Retail Operations Strategy

### **Marketing Strategy**

- ✓ Inventory Control
- ✓ Merchandise Hierarchy
- ✓ Pricing Strategy
- ✓ Markdown Policy
- ✓ Go To Market Strategy
- ✓ Margin Policy and Management
- ✓ Budgeting and Open To Buy
- ✓ Store Branding
- ✓ Supplier Policy
- ✓ Vendor Analysis
- ✓ Consignment Policy
- ✓ Benchmarking
- ✓ Category Management



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