
ONE GLOBAL PROCUREMENT SERVICES

ONE is a management consulting firm based in Atlantic Canada, but working around the world. Our trade practice's primary focus is marketing, business development, organizational development, procurement including logistics, and other aspects of business management critical for commercial success.

Our firm concentrates on offering practical solutions that can be customized so that they are applicable to a wide range of different business situations. These solutions can be scaled so that whether they address the needs of medium-sized enterprises or smaller businesses, we can ensure that our services and solutions are the best fit for our clients.

We specialize in providing strategic planning and results oriented business management options for small, medium and larger enterprises. We offer the following to get you working around the world:

Procurement Services

- Global Sourcing Strategies
- Cost Reduction
- Contract Negotiations
- **Tailored Direct to Manufacturer Programs**
- Risk Management
- Best Practices and Quality Training in Procurement
- ISO and Continuous Improvement Facilitation

Logistics Consulting

- Distribution Planning & Strategies
- Customs and Regulatory Research & Guidance
- 3rd Party Negotiations & Contract Development (All modal transportation)
- Transportation & Supply Chain Audits
- Traffic Corridor and Lane Analysis
- Distribution Facility and Fleet Development
- Mentoring, Educational Seminars & Workshops

For more information on our range of services in global procurement and logistics, please visit our web site at: www.onemcs.com

ONE PROCUREMENT SOLUTIONS

With upwards to 70% of a company's costs derived from the procurement practices, it is little wonder that the area of procurement of goods is considered a source of sustainable cost savings.

In challenging times, such as these last couple of years, leading companies rely on the procurement function to make intelligent business decisions and executing on new viable strategies.

Isn't it just about time to make sure your procurement is efficient? **ONE** can assist business units and organizations to use their procurement strategically.

Specific services related to procurement activities include:

- Spend analysis and cost savings opportunities identification
- Sourcing strategies: internal / co-source / third party outsource
- Non-traditional (e.g., marketing, environmental, benefits, etc.) opportunity identification
- Performance metrics and management systems design
- Product / service design assessment
- Electronic procurement (e-procurement) strategy
- Vendor Managed Inventories
- Procurement process and policy design and analysis
- Organizational planning / shared services designed in procurement functions
- Procurement function skills assessment
- M&A procurement integration support
- **Direct to Manufacturer Programs**
- Risk Management – Mitigating Supply Chain Risk

Direct to Manufacturer Program

We provide a program that allows your company to purchase your key products direct with manufacturers, capturing the profits of your distributors and convert them into savings to your bottom line.

The pathway to make a positive change between procuring through a middleman to procuring direct can be fraught with mystery, twists and turns of events and even at times failure. We work with client's specific circumstances to insure there is a seamless transition so that your procurement function is doing business directly with as many manufacturers as feasible.

Here's a glance at what we do:

- Perform extensive audits of the client's current procurement outlays for manufacturing inputs identifying cost saving opportunities.
- We determine potential vendors and normally through a discovery process find the actual overseas supplier or suppliers that your distributor buys direct from.
- We analyse the economic trade offs of ordering larger sized allotments, price discounts, transport cost savings due to higher volumes and extra carrying costs of inventory all the while safeguarding our client's identity for strategic purposes.
- After thoroughly justifying these cost savings opportunities we proceed with a second round of negotiations and further refine the communication the quality and service requirements effectively to the manufacturer.
- We then facilitate the assimilation of the new procurement process into your internal operations so that the supply pipeline remains just secure for the future as your current pipeline – (unless of course your current situation requires a securer pipeline).

The result of the completion of our specifically tailored process for your company is sustainable savings year after year.

Our background is filled with experience in providing procurement solutions in manufacturing inputs and logistics expenses.

CASE STUDIES

Case Study: Global Procurement

ONE saves an Equipment Manufacturer over \$100,000 in the first year alone.

An Atlantic Canadian firm required better service, better information and of course, wanted more savings from parts sourced from Asia that they buy from their domestic based distributors. We successfully located and identified the current supplier as well as a qualified pool of credible alternative/ back up vendors.

ONE represented the company, inspecting the manufacturing facilities of potential vendors in Korea and China negotiated lower costs and coordinated the smooth hand over to the company's internal resources included training in logistics and instruction in order planning the net result is that the company today enjoys a savings that amounted to 18% - 30% reduction in material costs and a further reduction in transportation costs on critical machine parts that go into their production.

The resulting savings on an annual basis is over \$100,000 per year / year after year and the ROI into our services was projected to be well within the first year.

Case Study: Transportation Procurement

Food Manufacturer realizes significant ongoing savings.

Significant reductions in of transportation costs through a systematic negotiation program yielded year over year cost savings and enhanced competitiveness of a major food manufacturer. A transportation audit was conducted, followed by negotiations with prolific North American and global transportation suppliers resulted in reduced the logistics costs for the food manufacturer.

Cost reductions were to the scale of 18- 30%t and involved quarterbacking the negotiation team on large multi year, single year contracts and developing multiple lane / multiple modal corridors. The return on investment equated to ROI factor of 742% reaching a seven figure annual savings.

Case Study: Operational Efficiencies Maximized

Converting waste into a profit center

Researched options and developed solutions to convert a waste by product into a significant profit center which resulted in \$1.0 million addition to the bottom line of a major Canadian sugar refinery. The exercise comprised of seeking alternatives to recovery of waste materials, and converting basically a tolling situation into a profit center.

Troy M. Doyle, Consultant and Principal - Halifax, NS

ONE's principal, is a seasoned professional in *marketing, logistics* and *business development* and possesses a wide experience in domestic and export markets. With an advanced background in these three core areas that stretches back over 20 years, Troy obtained critical business expertise through his senior level experience working with large, medium to small enterprises as employers and later as clients.

He has a rich past of initiating, leading and succeeding with projects in the food, consumer goods, industrial products & professional services, procurement & logistics. Each case, he played enthusiastic and key role in successfully surmounting the challenges faced with expanding trade to new markets just down the street, or in other continents.

Cheryl Bell – Media Consultant - Halifax, NS

A graduate of Mount Allison University, Sackville, NB and Dalhousie University, Halifax, Nova Scotia, Cheryl spent 20 years working as a *freelance writer and media consultant* in London, UK, before returning to Nova Scotia in 2005. She has experience in researching and writing a wide range of corporate literature, including annual reports, website content and marketing communications for clients in both the public and private sectors. Also, Cheryl is also from periodically an instructor at Dalhousie University.

Judith B. Cabrita - Project Management & Tourism, Lawrencetown, NS

With an expertise in *project management* and *development of business solutions*, for organizations and businesses mainly in the Atlantic region, Judith has established strong connections throughout North America. A Ryerson University graduate, Judith spent her entire career in travel industry in business, government, and education and association management. Her knowledge of the travel industry delivery and service equations; research, evaluation and marketing strategies is extensive. Judith's business background brings strength and particular intelligence in the transportation – distribution and packaging of product. While CEO of the Tourism Industry Association of Nova Scotia, Judith was project manager and lead on several studies for increased business success.

Senator Dietmar Goetz – German Market Consultant, Koeln / Stuttgart

Senator Dietmar definitely has a finger on the pulse of the German market through his varied background, lengthy experience in private industry and with trade organizations. This is a formidable force when coupled with his passion to create business. **ONE** has an excellent resource with Senator Dietmar's hands on experience in selling and supplying to all the top German chains, with retail trade, on-line and through wholesalers, and extensive contacts with consumer and industrial markets in the heart of Europe

Apart from being a consummate door opener / match maker for foreign food producers, a trade event planner and organizer in Germany as well as the larger EU market, he is a senator for the European Economic Senate and heavily involved as a licence holder with the World Trade Center Association network (WTCA).

Yoko Ishigami - Japanese Market Research Consultant, Halifax, NS

Yoko brings to **ONE** an excellent background in *marketing and translation services* with enhanced research and analytical expertise. Previously as a Killam scholar researcher at Dalhousie University's psychology department she received national media attention and awards for her research work. As one of our consultant on Japanese market business opportunities, Yoko is an involved resource in the pragmatic requirements of business activities and cultural nuances based on experience gained from her career in Japan.

Richard Lande – Legal & Logistics Consultant, Campbellford, ON

Richard is a lawyer in the field of transportation and logistics. He provides professional counsel in the preparation of contracts and contract compliance, in addition to corporate and commercial transactions, legal advice on labor matters as they pertain to transportation, and on claims and in case representation. Richard has had extensive involvement in rail abandonment cases and the establishment of short haul rail links. As a lawyer for both national railways at two different times in his career, Richard is an expert in transport legal issues. He is the president or administrator of several transportation buyers' groups, and co-founder of Logistics Quarterly. Richard is past chairman of the Chartered Institute of Transport and President of National Transportation Week.

William (Bill) Lyons - Sales & Logistics Consultant - Sandwich, MA

Bill is a *business development and logistics operations* consultant with over 20 years of experience. After a career in the US Navy, Bill was a sales executive and director for a number of blue-chip ocean freight and logistics companies and a large 3PL technology and IT platform software firm. His strengths are strategic sales planning and business development, demonstrated in a wide range of business sectors. Bill has a solid track record in client base development, as well as creating effective marketing plans for companies across North America.

Brian Silva - Customs & Freight Consultant - London, ON/ Mumbai, India

Brian's expertise spans over 30 years of *customs and freight forwarding consulting* experience. During his career he managed offices handling general freight all kinds and oversaw large specialized freight forwarding operations. Brian led logistics initiatives in Europe and Asia / Pacific markets and provided more than one blue chip corporations with duty drawback savings numbering in the millions. Senior level public relations experience came as a director on with the Canadian Society of Customs Brokers, and liaison with Revenue Canada's parliamentary committees.

Tsutomu Taniguchi- Japanese Market Consultant, Chiba, Japan

Tsutomu brings to **ONE** not only excellent *marketing research expertise*, but enhanced business consulting and analytical expertise. His background in consulting extends from professional and engineering services and food / nutraceutical products. From his Tokyo area base, Tsutomu's senior level business experience in the Japanese and Korean markets allows **ONE** to further extend our scope on the western side of the Pacific Rim.

X.X. Meng - Chinese Market Consultant, Beijing, China / Toronto, Canada

Meng has a background in foreign relations and diplomacy, a professional at market research, as well as consulting in customer service and logistics. With a dozen years straddling both cultures and business environments, Meng gives **ONE**'s clients a clear China perspective made easier for the western view.