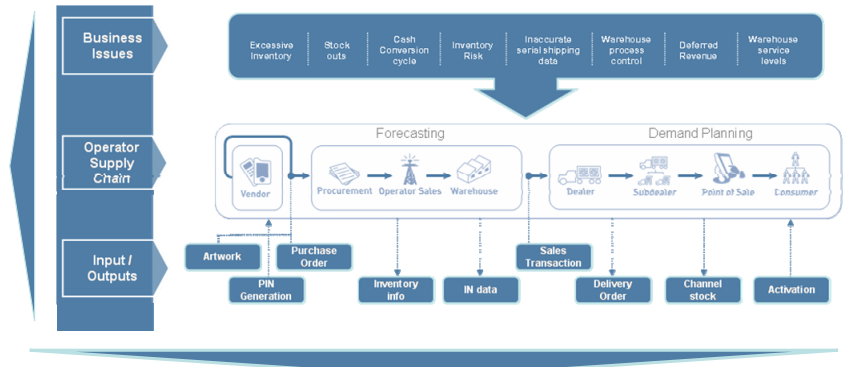


## Optimising your supply chain processes

- *Do your processes need to be reviewed, streamlined and adapted for best practices?*
- *Do you have issues with visibility and control?*
- *Are your processes documented and agreed?*



Supply chain management infrastructure is the back bone of the sales and marketing channel. A competitive edge can be derived from an optimised supply chain operation if managed well, however significant financial losses can occur due to stock outs, mistakes, rush orders, long turnarounds, fraud, leakage if planned and executed poorly.

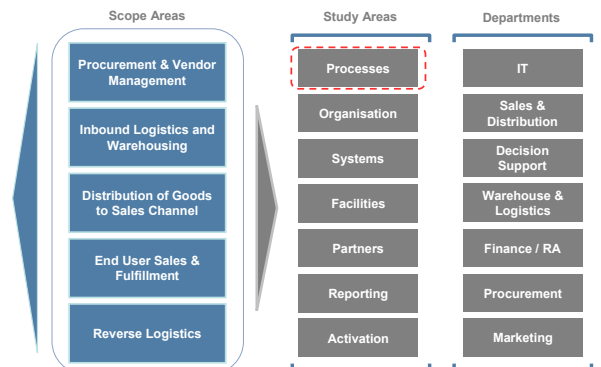
## Our success

ProWorkz conducted several assessments for mobile operators within the MEA region in order to identify savings, increase efficiency, control and visibility in the supply chain management of subscriber products (SIMs, recharge cards, packaging and wireless devices). Analysis revealed that **80%** of our customers had inconsistent, poorly defined business rules, lack of documented and agreed processes, lack of visibility, planning and control points in the supply chain.

ProWorkz supported clients by developing a supply chain process improvement (SCPI) program that included standardisation of processes, reporting, planning and implementing a governance model framework. Evaluation of the assessments revealed **substantial service level, productivity and control improvements** within the supply chain from product order to cash reconciliation.

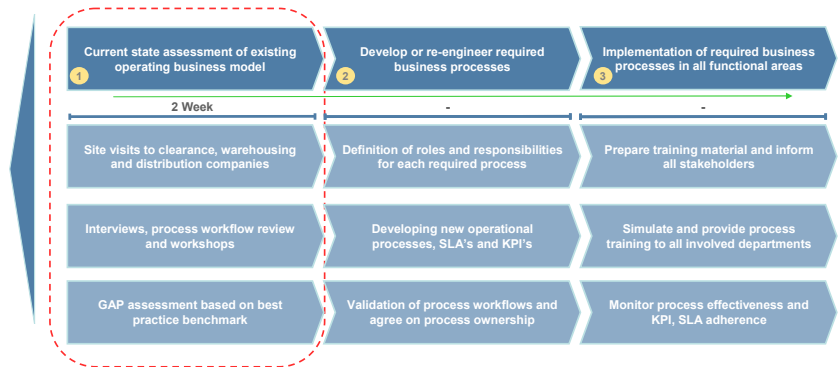
## Solutions

A SCPI program is part of a complete order to cash restructuring program that includes organisational design, systems, facilities and partners evaluation and development/ improvement of the reporting and activation procedures. Following an SCPI program many of our customers have requested ProWorkz to assist them in other areas of their business (e.g. demand planning, channel optimisation, setup of a centralised procurement model)



## Start with a pilot?

ProWorkz can conduct a free consultation at your company's premises with the objective of discussing your business objectives and requirements. After the interactive session, ProWorkz can perform a detailed assessment of your existing processes in order to identify critical inefficiencies, process deficiencies and potential gains within two weeks.



Consultants will perform the interviews and site visit reviews at your premises and will process and develop information off-site in order not to interrupt your day-to-day activity whilst keeping project expenses as low as possible. The primary deliverables at the end of the assessment phase are:

- GAP assessment report: report providing insights into the GAPS' severity, risks and proposed mitigating actions enabling your company to compare its current state with its potential desired performance.
- Presentation of key findings to senior managers: the results of the assessment will be presented to the senior management team and will include identified quick wins and recommendations at an operational as well as both tactical and strategic level

## About us

ProWorkz Management Consultancy, a division of Workz Group, helps network operators achieve substantial cost savings or cost avoidance, through consulting and project management. Operating in Africa and the Middle East since 1998, we are a trusted and reliable partner, having worked with over 70% of the networks in the region. ProWorkz MC has provided solutions for distribution channels, supply chain management, the outsourcing of non-core elements, centralised procurement, supply chain assurance and sales channel optimisation.



## Want to know more?

Stuart Turner-Cummins  
Head of ProWorkz

ProWorkz International FZE  
P.O. Box 122616  
Dubai Airport Free Zone  
Dubai, United Arab Emirates  
Telephone: +971 (4) 299 4659

E-mail: [pwmgt@proworkz.ae](mailto:pwmgt@proworkz.ae)  
Web: [www.proworkz.ae](http://www.proworkz.ae)

