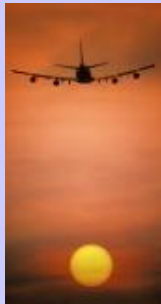


# Alloquor Consulting

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## Supply Chain Consultants - Logistics Consultants

Alloquor Consulting helps companies decrease logistics costs and improve supply chain efficiency. We are a group of ex-Big-5 management consultants and senior executives that help companies solve difficult problems.



### Services include:

- ◆ Logistics & supply chain diagnostic evaluation and strategy
- ◆ Supply chain & logistics cost reduction and service improvement
- ◆ Software & technology evaluation, design and implementation
- ◆ Third-party logistics (3PL) provider selection and implementation
- ◆ Inventory reduction, forecasting & planning, order management
- ◆ Cycle time reduction and more

### Proven experience:

- ◆ Ex-Big-5 logistics consultants and supply chain management executives
- ◆ Have helped small and large companies, from \$10 million to \$10 billion
- ◆ Serve manufacturers, distributors and retailers in many industries

Generally, our services don't cost a penny. Most projects result in a very quick ROI on consulting fees. Certain projects can be done on a contingency fee.

Alloquor Consulting is based in Los Angeles, California.

For more information, contact Thomas Phelps via phone at 310-278-7737 or via e-mail at [tphelps@alloquor.com](mailto:tphelps@alloquor.com).

[www.alloquor.com](http://www.alloquor.com)

# Alloquor Consulting

## Services

Alloquor's supply chain consultants have guided large and small organizations to decrease logistics costs, reduce inventory, shorten supply chain cycle times and enable growth.

### Project-based Services

A specific project is mutually agreed upon and Alloquor takes it to completion. Project-based service offerings include:

#### **Supply Chain / Logistics Diagnostic, Evaluation and Strategy**

- Overall supply chain efficiency
- Areas of focus for improvement
- Vision, objectives, strategies and tactics

#### **Supply Chain / Logistics Software Selection and Implementation**

- ERP systems selection and implementation
- Logistics systems/software custom development
- Warehouse Management and Transportation Management Systems
- Inventory Management and Order Management Systems

#### **Shipping / Transportation Cost Reduction and Service Improvement**

- Reduction of shipping and transportation costs
- Service level improvements
- Transit time reduction and consistency

#### **Procurement of Supply Chain / Logistics Services**

- Warehousing and transportation providers
- Selection of third-party logistics (3PL) companies
- Implementation assistance

#### **Inventory Management**

- Inventory reduction
- Global view of inventory
- Inventory accuracy

#### **Optimization of the Order-to-Delivery process**

- Entire order to delivery process evaluation
- Effectiveness of systems/software/applications
- Process and information flow mapping



### **Collaboration and Integration with Customers and Suppliers**

- Development of collaborative relationships with trading partners
- Areas for greater efficiency and improved service
- Determine opportunities to benefit all parties in the supply chain

### **Distribution Center / Warehousing**

- Service and efficiency improvement
- Selection of optimal DC site locations
- New location set-up

### **Reverse Logistics**

- Design and programming of custom systems
- Returns and refurbishment
- Returnable containers, returnable crates, returnable packaging

### **Green Logistics / Eco-friendly Logistics**

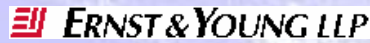
- Alloquor is a member of an international group of green logistics consultants
- Measurement and reduction of greenhouse gas emissions
- Sustainable shipping methods (reusable containers, eco-friendly packaging...)

### **Vehicle / Automotive Logistics**

- Cost reduction
- Service improvement
- Intermodal shipment of automobiles



# Qualifications



Thomas Phelps



- Thomas Phelps has helped some of the world's leading companies improve their logistics and supply chains.

- Formerly a management consultant with two Big-5 consulting firms known for their thought leadership in supply chain management: Andersen Consulting (now known as Accenture), and Ernst & Young (now known as Capgemini).



- Compaq: Implemented i2 supply chain optimization software.

- Warner Bros.: Reduced supply chain costs by \$1.6M.



- Seagate: Discovered ways to reduce reverse logistics cycle time by more than 50%.



- ATEN Technologies: Formulated supply chain strategy; developed recommendations for improvement; implemented process improvements.



- Custom Building Products: Reduced logistics costs by 12%.



- Hewlett Packard: Transportation optimization system selection. Selected to be Project Manager for “the most complex i2 TMS implementation ever attempted”.



- Vice President of a large third-party logistics company.

- EZ Shipper Racks: Designed all processes and systems to run reverse logistics operations at 57 facilities servicing 3000 stores.



- Nissan: Guided Nissan personnel through process improvement.



- Line 6: Supply chain strategy; developed recommendations to reduce manufacturing lead time by 50%.



For a detailed biography, go to [www.alloquor.com/qualifications.htm](http://www.alloquor.com/qualifications.htm)

# Qualifications



Robert Frinier

- Robert Frinier has more than 30 years of in-depth supply chain executive management operations and consulting experience.
  - Keyes Fibre: Conducted a logistics cost reduction and methods improvement project resulting in 15% cost reduction opportunities.
  - ATEN Technologies: Streamlined supply chain management policies resulting in \$750,000 savings.
  - Alpine Electronics: Conducted Best Practices Benchmarking project that resulted in 13% logistics cost reduction opportunities.
  - Nissan North America Headquarters: Initiated and managed import/export and domestic operations improvements which achieved annual cost reductions of 5% - 10%.
  - Pioneer Electronics: Conducted a reverse logistics process improvement project resulting in annual savings of \$1.5 mil / 45%.
  - Mannesmann (steel tube manufacturing company): Analyzed logistics, resulting in cost reduction opportunities of over \$3M.
  - La Curacao (large retail department store chain): Conducted an inventory management practices and warehouse operations audit which resulted in a series of recommended process and technology improvements.
  - Long Point Capital: Conducted an intent-to-purchase due diligence evaluating operations, highlighting risks and opportunities of a container equipment company with ten locations.
  - First Industrial Realty Trust and Grubb and Ellis (Industrial development companies): Successfully conducted executive level searches for top level supply chain positions.



# Qualifications



David Yonkovich



- David Yonkovich has over 25 years experience with ERP and supply chain systems and process improvement.

- Formerly a Big-5 consultant with PricewaterhouseCoopers.

- Nestlé: Led the Efficient Consumer Response (ECR), Vendor Managed Inventory (VMI) and EDI initiatives.



- Certified SAP Supply Chain Consultant (SD, MM, APO). Led SAP implementations at MGM, Sameday.com and several others.



- Sony Pictures Entertainment: Project Manager as part of SPE's Worldwide Product Fulfillment team. Implemented a web-based Order Fulfillment and Warehouse Management System used internationally.



- Henry Schein: Built and implemented web-based tool for buyers of this large medical distributor to determine an optimal product mix. Documented \$1.3M savings 6 months after go-live.



- Line 6: Supply Chain Process and Systems Improvement. Documented the gaps between current processes and best practices; and developed a list of recommended changes.



- Paramount Pictures: Business Intelligence Project; sourcing and properly aggregating business data for executive reporting of key supply chain metrics.

- For a major, global trading company: designed and implemented web-based supplier management system to enable supply-side supply chain visibility and efficient trading communities.



- Avery Dennison: Defined requirements and developed plan to automate manual processes and reporting.





# Qualifications



Charley Johnston

- Charley Johnston has helped many manufacturers and distributors reduce inventory levels and distribution costs through ERP upgrades, distribution center redesign and other improvements.

- IPS Corporation: Designed and implemented new 150,000 sq.ft. distribution center, reducing overall required labor by 23% (81 to 63 FTEs).



- PetsMart: Determined optimal location; designed, then implemented new 870,000 sq.ft. distribution center, reducing costs by \$710K annually.



- Sur La Table: Redesigned the primary distribution operation, reducing annual operating expenses by \$1.2 million.



- Intel Corporation: Utilized Lean Manufacturing principles to reduce WIP over 35% and reduce manufacturing cycle times from 10 to 4 days.

- BMK Inc.: Improved fill rates from 89% to 98% by utilizing new order management and inventory modules of ERP.

- Agilent Technologies: Implemented raw materials planning modules of Oracle MRP/ERP reducing certain raw materials inventories up to 30%.



- Solectron: Conducted manufacturing network analysis for this contract manufacturer. Selected, designed and implemented new manufacturing and distribution facility, saving over \$800K.

- IPS Corporation: Completed network analysis to determine best location for new manufacturing and distribution operation. Analysis discovered \$1.4M annual savings in operating costs.



- Mobility Electronics (iGo): Procured new suppliers and made process improvements to manufacturing, reducing costs by 11%.

