



Achieving 50% improvement in supply chain performance is common with Supply Chain improvement programs undertaken using the enabling potential of Supply Chain Management strategies and technologies.

Managers implementing supply chain management (SCM) have a myriad of tools and techniques from which to choose. DRK's assessment helps managers pinpoint areas of progress and stagnation. The SCM benchmarking assessment shows managers where they currently are in supply chain management maturity and guides them toward the future. DRK's strategic assessment uncovers focus areas needed for sustained improvement.

Using a Web Based Survey

The Supply Chain Strategic Assessment uses a web based survey questionnaire that asks questions in two categories. The first category asks "What?" focusing on supply chain methods, techniques and the decision making process. The second category of questions asks "How?" and addresses specific strategies, philosophies and processes used to implement supply chain management.

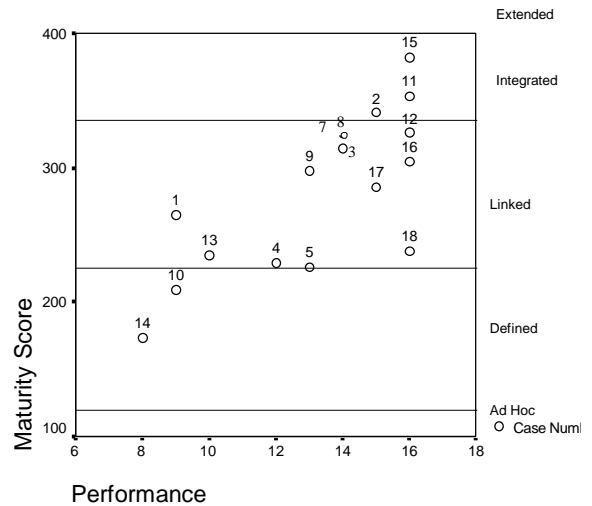
The questions used in the survey have been developed from several years of best practice research and provide a solid measure of current standing and predictive value for future performance.

Identifies Areas of Opportunities

Each supply chain is like any evolving entity. Some are immature and don't perform very well and some have evolved to higher order configurations. The survey results, when tabulated, illustrate a company's supply chain developmental maturity compared to over one hundred companies in the U.S. and Europe.

The client's supply chain is placed in one of the levels of process maturity from Ad Hoc, through Defined, Linked and Integrated to Extended. This Extended stage is the ultimate Internet enabled supply chain with customers

and suppliers integrated within a company's supply chain processes resulting in a supply chain network.



The maturity assessment clearly shows the client where they fall in the five developmental categories and provides specific actions for moving forward.

Used Successfully Across Many Industries

The following companies have participated in the research or used the SCM assessment.

- Air Products
- Allied Signal Engines
- Anchor Food Products
- Armstrong World Industries
- AT&T Wireless Services
- Bayer Corp.
- BellSouth Telecommunications, Inc
- Bethlehem Steel Corporation
- Borden Foods
- Borden Chemical
- Campbell's Soup
- Chevron-Phillips
- Chiron Diagnostics
- Dow Corning Corporation
- Hasbro
- Intel Corp
- Occidental Chemical Corporation
- Raytheon Systems Company
- Siemens
- Tektronix-MBD Div.
- ICI Chemical
- Biersdorf AG
- Amazon.com
- Fairchild Corporation
- Boeing
- Sciqwest

DRK Research and Consulting, LLC.

DRK Research and Consulting LLC is a focused provider of research and consulting services to large and mid-size companies. We advise our clients on strategic business, operational and technology issues as well as develop and implement the appropriate solutions. DRK has a strong history of commitment and success in serving its clients in North America and Europe.

Though DRK has worked with market leaders in many industries, we have built special expertise in the following industries:

Manufacturing
Retail Banking
Public Sector
Aerospace
Utilities
Technology Services

The mission of DRK Research and Consulting LLC is to provide leading edge, technology enabled business improvement services for clients that result in lasting change. This mission is accomplished through the processes of **D**iscovery (research), **R**euse (consulting) and **K**nowledge transfer (publication and training). Therefore, the following services are offered to DRK clients:

Research: DRK sponsors, charters, manages and executes focused, practitioner oriented research projects investigating best practices that relate to superior business performance. Several multi-year projects in the areas of supply chain management, business process orientation and inter-company process are on-going and funded by DRK. Specific research efforts are also chartered focused on a client's need or in support of specific engagements and funded by the sponsoring clients.

Consulting: Leading edge business improvement strategies and practices are put to use and refined through consulting engagements focused upon a specific client's needs or market opportunities. e-business assessment, strategy and business planning, supply chain strategic assessment, business process engineering and technology enabler evaluation are typical service offerings that put DRK research to use.

Publication and Training: DRK is dedicated to improving the state of knowledge in the areas of technology enabled business improvement. Therefore, knowledge transfer through publications and training events is a key component of the DRK mission. Non-proprietary learnings are frequently made available through publications in journals, trade magazines, community and DRK web-sites. Public and custom training events are also held to facilitate knowledge transfer and learning.

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