

SUPPLY CHAIN

C O N S O R T I U M



**Driving World-Class
Supply Chain Performance**

Tompkins 3PL Consortium

Benchmarking and Best Practices

Benchmarking and best practices are designed to allow companies to know for sure:

- How their performance metrics compare to competition and similar companies.
- What processes are being used by leading, high performance supply chain companies.
- You are focusing on the right initiatives to optimize results.
- How Consortium member peers are overcoming obstacles and challenges in their supply chains.

Benchmarking with the Consortium

- Is not like benchmarking with anyone else, we have a unique and very cost effective process
- Includes benchmarking of literally hundreds of supply chain metrics and comparisons with leading supply chain practices
- Is self-serve in that you have access to our database and control what you look at and who you compare to in a confidential manner so no one sees others data
- Provides you an opportunity to request a survey on a topic of your choice to take advantage of our extensive survey capabilities
- Puts you on the leading edge of supply chain with a library of reports that inform, challenge and provide insights into important trends
- Gives you networking access to hundreds of members companies

Consortium Overview

Tompkins International and the Supply Chain Consortium

- Tompkins International has managed, facilitated, and maintained the Benchmarking & Best Practices program for the Tompkins Supply Chain Consortium (TSCC) for 10 years.
- The driving philosophy of Benchmarking and Best Practices is to **identify gaps in company performance and implement initiatives** to improve supply chain practices and processes.
- There are currently over **350 Consortium member companies** representing retail, manufacturing, distribution/wholesale and 3PL operations in a wide range of industries and segments and with varying supply chain characteristics.
- The TSCC is led by an Advisory Board made up of – Domino's Pizza, GlaxoSmithKline, Ingram Micro, Kane is Able, MillerCoors, Target, The Coca-Cola Company and the University of Wisconsin E-Business Consortium.

Consortium Services

Services Available to Consortium Members

- Database
 - Global Metrics and Leading Practices Database
 - Member Accessible Database Analysis Tools – Scorecard and Dashboard
- Surveys and Research
 - Topic Focused Surveys (Hot Topics)
 - Supply Chain Topics Primary Research Efforts
- Reports
 - Analytical Topic and Survey Findings Reports
 - Executive Briefings, Articles, Blogs and Webcasts
- Networking
 - Annual Members Conference (Leadership Forum
www.supplychainconsortium.com/Seminars/2014/overview.asp)
 - Formal Networking via LinkedIn and XING Groups

How Does the Consortium Work?

- Decide to subscribe at some membership level (see slide 9 for details)
- Participate in a training session (as required)
- Enter whatever data you desire into our web based interview tool
- Utilize database tools and network resources for benchmarking and best practices reviews

Database Structure

Consortium Topics

- Profile – Company, Financial, Organization
- Planning – Network, Demand, Inventory Management
- Sourcing – Supplier Management, Vendor Collaboration
- Manufacturing – Facility Design, Quality, Production Planning
- Transportation (Domestic and International) – All Modes
- Distribution Centers – Profile, Layout, Operations, Labor, WMS, DTC
- Sales and Service – Customers, Stores, Call Centers
- Core Supply Chain Benchmarks
- Key Financial Benchmarks
- Supply Chain Technology
- Security and Risk Management
- Environmental / Sustainability

Leadership Forum – San Antonio 2015

Supply Chain Leadership Forum – San Antonio, TX August 31-September 2, 2015

- Meet colleagues and exchange ideas at a **special kick-off event on Monday, August 31.**
- Attend **keynote and general sessions** on current hot topics.
- Learn about **new practices and ideas** in education sessions on operations strategies, the future of supply chains, network design processes, demand-driven supply chains, and much more.
- **Gain insights** from presentations by top supply chain professionals.

To learn more about the Leadership Forum visit our web site

www.supplychainconsortium.com

3PL Consortium Investment

Organization Size	Membership Fee
<\$100M	\$ 100 / month
>\$100M	\$ 200 / month

Note: Membership includes Corporate Profile and all benchmarking services

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Next Steps

Potential Follow-up

- o Sign up as a member at any level and begin benchmarking right away
- o Review this document with others in your organization
- o Ask for an guest ID/Password to view the existing database of questions
- o Setup a GoTo Meeting for a demonstration of the systems survey capabilities
- o Schedule next interaction or request other follow-up as needed