



Supplier Collaboration

Achieving Peak Business Performance

CGN Global's proprietary Business Transformation Architecture (BTA) focuses on maximizing the value of manufacturer-supplier relationships. BTA moves companies toward the peak, focusing on improving global competitiveness and establishing long-term strategic relationships with critical partners. Through BTA, CGN provides strategy alignment, maximizes engineering and supply-chain efficiencies, and creates sustainable competitive advantage and increased profitability for both sides.

Why focus on supplier collaboration?

The increasing worldwide demand for products requires speedy response and rethinking of manufacturing and supply chain strategies in order for firms to succeed in rapidly-changing markets. Supplier relationships are now being considered in a new light - as critical business relationships with complementary expertise, assets and capabilities that can create competitive advantage for both manufacturers and suppliers.

Benefits of a collaborative model

Integrated supplier partnerships focus on all functions of the OEM and supplier businesses to identify *win-win* opportunities with sustainable benefits for all parties. Our talented team works side by side with enterprise leadership to implement BTA throughout the entire supply chain and recognizes and aligns the different points of view and responsibilities within an organization:

- Purchasing Group – Strategic Outlook
 - Establishes and communicates goals
 - Achieve a segmented/strategic supply-base
- Supply Chain Managers – Collaboration with Suppliers
 - Engages in proactive communications
 - Implements effective scheduling
 - Establishes supplier councils for issue resolution
- Engineering Team – Interaction with Suppliers
 - Encourages early collaboration on new designs
 - Develops partnerships for new technology
 - Delivers improved product, reduced cost, innovation
- Suppliers – Adoption of Partnership Mindset
 - Aligns with strategic goals
 - Becomes involved in process and product development
 - Builds long-term relationships and trust
 - Compensated for increased contributions
- Executive Office – Satisfaction and Support
 - Champions supplier collaboration
 - Gains higher profitability, productivity and team morale

CGN Expertise

Implementing a comprehensive overhaul of supplier relationships requires a broad range of expertise. The CGN Global team has procurement experience with a variety of large and small companies, domestically and abroad. Additionally, the executive leadership team has diverse experience

in business operations, information systems, engineering management and finance. More than 70% of staff and partners hold master's degrees or PhDs. With extensive certifications and training in industry-leading practices, CGN consistently delivers cutting-edge solutions. A few of the many credentials within the firm include:

- Project Management Professional
- Change Management Professional
- Lean Lead Certification
- Six Sigma Black Belt
- Master Black Belt
- Association for Operations Management Certification (APICS)
- Certified Supply Chain Professional
- Certified Associate in Project Management
- Life-time-Certified Purchasing Manager

Proven Results

CGN has applied its BTA methodology to improve supplier collaboration for multiple Fortune 500 companies. BTA utilizes a proven methodology and customized tools to align key supplier relationships with corporate strategy. This enables manufacturers to capture a variety of traditional and non-traditional cost elements. What makes CGN's supplier collaboration method more successful than other approaches? *A disciplined, easy-to-follow, step-by-step methodology that includes key stakeholders and has been fine-tuned over the years to achieve maximum value.*

Application of CGN's BTA has produced tangible benefits for OEMs, including:

- Alignment that enables members of the entire supply chain to pull on the rope in unison
- Leveraging the capabilities and technologies of a myriad of engineers and manufacturers
- Shorter time-to-market, with demonstrated reduction of cycle time through technical collaboration
- Increased profitability, with proven inventory reduction of 35-40% and total operating cost reduction of 10-15% achieved.

What *answers* can we find for you?

Contact Us

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finding *new answers* in business.

