

The WAM-ID Process™



Benchmark Your Existing Process

Identify Areas for Improvement

Calculate Quantified Benefits

Establish Enterprise-Wide Consensus Among Key Executives

Since 1987, WAM Systems has been helping companies evaluate the potential for change and improvement in their supply chain planning processes. In most cases, key individuals in the company can clearly see a need for improvement but are part of an enterprise-wide team that must collectively agree on, and decide to embrace, change. Often, the company finds itself challenged with not only quantifying the benefits of process improvement, but communicating the benefits throughout the organization to those individuals responsible for contributing to the decision to initiate change.

It is that very challenge that prompted WAM Systems to develop its WAM-ID Process™.

What Does the WAM-ID Process™ Mean to My Company?

At a glance, the WAM-ID Process™ consists of a deeply focused evaluation of a company's existing planning process for each department, with an

eye toward comparing against best practice models, such as the Supply Chain Operations Reference (SCOR) Model, to yield an objective summary of where, if, and how the company should consider improvement.

The WAM-ID Process™ helps companies:

- Detect the need for process improvement
- Evaluate the potential benefits from change
- Quantify the potential results of change
- Develop a roadmap for change, with actionable items to implement that change
- Identify best-of-breed technology to support the newly improved processes

By following a step-by-step approach to assess each area of the supply chain, the process is able to address the individual needs of the various departments involved the operation, as well as the overall needs of the company. Through structured, interactive discussion the process can identify the top concerns and constraints which any new process must accommodate.

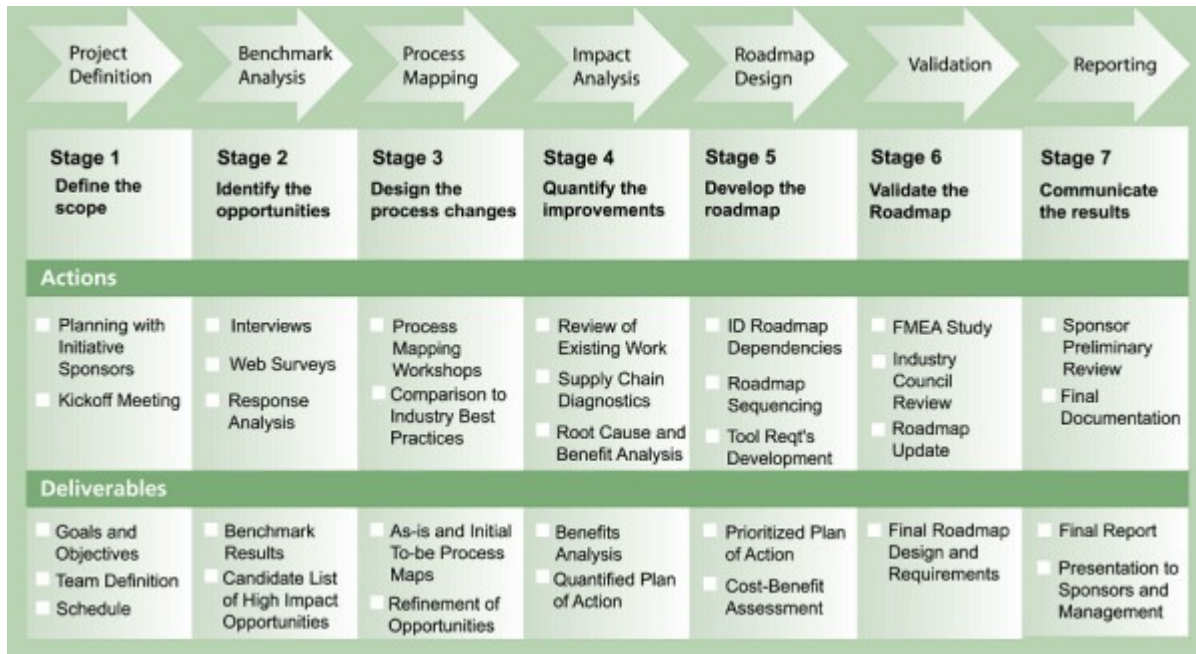
In support of the findings of the process are quantifiable benefits that speak to the needs of the Supply Chain Executives, CFOs, CIOs, Sales & Marketing Executives, Plant Managers and Customer Service Representatives. Those tangible benefits, accompanied by a detailed roadmap for change, enable companies to more clearly understand the components of a process improvement initiative and work toward deciding how to proceed.



"Excellent expertise. WAM's consultants all are ex-SCM users and experts. They know the tools and the business."

How Does It Work?

The WAM ID Process™ provides a structured approach to identify opportunities for supply chain performance improvement in ways that will increase corporate value. It is effective regardless of whether a company is considering a comprehensive solution to support its overall supply chain planning needs or simply looking to identify targeted solutions to resolve specific supply chain challenges.



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The process involves:

An initial "current state" assessment

On-site executive interviews and benchmarking with key individuals in the existing process

Toolset analysis

Process benchmarking into WAM Systems' Industry Benchmarking Database

Best practices comparison to industry standard
Identification of key areas of improvement

Development of feasible roadmap to implement change

Summary evaluation, usually presented on-site to enterprise-wide team

The WAM-ID Process™ delivers quantified results that reveal enterprise-wide improvement opportunities

- **Supply Chain Executives** gain an understanding of how their current processes compare to the industry as a whole and where improvements can create value
- **CFO** receives a quantified, company-specific cost-benefit study
- **CIO** gets a roadmap for tool improvements with costs and benefits identified by project phase
- **Plant Managers** understand which business process changes will lead to lower production costs and smoother operations
- **Sales and Marketing** learn techniques to improve revenues and customer service through better visibility and collaboration