Companies globally are facing increased supply chain complexity (global footprints, reduced response times, cost and demand volatility, complex supplier landscape) putting pressure on key financial metrics e.g. cost of procured goods, logistics, manufacturing; working capital and cash flow. This has led to heightened risk profile of supply chain and related financials. Genpact’s Supply Chain Decision Services enables CXOs to achieve cost visibility and optimization through analytics across Sourcing, Demand Management and Logistics.

Increased supply chain complexity (global footprints, reduced response times, cost and demand volatility, complex supplier landscape, inefficient fleet management) puts pressure on key financial metrics e.g. cost of procured goods, logistics and manufacturing; working capital and cash flow. The consequence is higher risk of supply chain and related financials.

These issues are faced by companies with large asset base (inventory, transportation, facilities, etc.) and high working capital tied up in operations. Industries like Hi-tech, Oil & Gas (upstream), Chemicals, Pharma, Consumer Products, Equipment and Discrete manufacturing, Logistics/warehousing/distribution are affected more than others:

**KEY SUPPLY CHAIN CHALLENGES IN MAJOR INDUSTRIES**

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<th>Industry</th>
<th>Challenges</th>
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| Heavy Equipments | • Emerging market infrastructure investments and shifting consumer demographics alter demand patterns.  
|                 | • Must improve their ability to sense demand, collaborate internally and externally, and build a supply network to improve agility |
| Pharma          | • Lags in key working capital measures e.g. inventory, receivables and payables, partially due to traditional no stock-out philosophy, product expiry complexity and current pressure on sourcing costs    
|                 | • Improve the ability to manage multiple suppliers to maintain appropriate stock levels |
| Chemical        | • Must improve the sales and operations planning process, with an integrated planning solution to link orders, forecasts, inventory, production and procurement  
|                 | • Develop strategies that support business models in the face of increased uncertainty and complexity |

Traditional methods and processes can no longer address these challenges and deliver results. For insight into their supply chain costs and ways to improve margins, companies need powerful analytics.
Genpact’s Supply Chain Decision Services

Genpact’s Supply Chain Decision services offers analytical tools and integrated decision making processes to cope with demand variability, counter uncertainties, predict risk and defend profits. The solution provides services and focused technology to enable CXOs to achieve cost visibility and optimization through:

- Demand and Inventory analytics
- Sourcing analytics
- Logistics analytics

Supply Chain Decision Services can help achieve:

- 10-15% cost reduction with effective sourcing and logistics planning
- 10-15% reduction in working capital through inventory reduction and corresponding turns improvement
- Higher customer service levels through better forecasting and product availability, 20-30% improvement in forecast accuracy
- Up to 10% transportation cost savings

Genpact operates a cost-effective, scalable global offshore delivery model, ensures a targeted approach (e.g. significant revenue categories/geographies, at-risk products etc.) and utilizes customized proprietary tools (e.g. Inventory Optimizer) and methodologies. We also leverage and augment client’s existing resources and tools. Our technology solutions can be onpremise or cloud based, and mobile enabled where appropriate.

About Genpact
Genpact is a global leader in business process and technology management services, leveraging the power of smarter processes, analytics and technology to help its clients drive intelligence across the enterprise. Genpact provides a portfolio of process-driven services strengthened by its industry vertical domain expertise, analytical insights, and intelligent technology solutions for better business outcomes.

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