An early stage startup company manufacturing high-tech consumer electronics needed to scale beyond manual spreadsheet-based supply chain planning and execution monitoring and maintain relationships with its various global contract manufacturers. It needed to consolidate its operations and embrace a formal supply chain process that aligned forecasts with company financials targets, customer bookings and build plans. The company engaged with Spinnaker to provide a Supply Chain Assessment of their current operations and business processes.

**CHALLENGE**

An early stage startup company manufacturing high-tech consumer electronics needed to scale beyond manual spreadsheet-based supply chain planning and execution monitoring and maintain relationships with its various global contract manufacturers. It needed to consolidate its operations and embrace a formal supply chain process that aligned forecasts with company financials targets, customer bookings and build plans. The company engaged with Spinnaker to provide a Supply Chain Assessment of their current operations and business processes.

**APPROACH**

We utilized our Supply Chain Best Practice Methodology to lead our client through a structured and thorough examination of their current state of Supply Chain Management. The Assessment Methodology reviewed New Product Introduction, Demand Planning, Supply Planning, and Fulfillment through the lenses of: Process, Organization, Metrics, Technology, and Policies. We utilized our established methodology complemented with our expert Supply Chain Management Consultants to engage in a vendor selection process based on our client’s key requirements: functionality, scalability, cost, implementation time and references in similar industry.

**HIGHLIGHTS**

- Provided a Supply Chain Assessment of client’s current operations and business processes
- Proposed a comprehensive business solution design document highlighting future and current processes
- Project resulted in client selecting top-tier S&OP solution provider
**Spinnaker** is a global leader in supply chain consulting and execution services. We deliver supply chain excellence with world-class people, processes, technology and operational know-how.

Founded in 2002, Spinnaker operates on two guiding principles – measure our success by our client’s accomplishments and treat every situation with honesty and integrity. It’s from these guiding principles that Spinnaker has been able to achieve tremendous growth.

Spinnaker has worked with entrepreneurial start-ups to Fortune 100 enterprises in industries such as Energy/Oil & Gas, Consumer Products & Retail, High Tech & Semiconductor, Industrial Manufacturing, Medical & Pharmaceutical, and Telecommunications. We combine our vast supply chain and business process knowledge with industry best practices to deliver solutions that drive tangible results for our clients.

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**RECOMMENDATIONS**

Using our Best Practices Implementation Methodology, we completed a comprehensive Business Solution Design Document featuring current and future processes, key benefits of an S&OP process and expected improvements in various dimensions. We recommended a detailed feature/functionality matrix of S&OP solution providers and helped guide the client through an impartial vendor selection process.

**RESULTS**

With Spinnaker’s domain expertise, our client chose a top-tier S&OP solution provider to replace their internal proprietary business processes, consolidate data in disparate systems, get visibility throughout its supply network and optimize its supply chain processes.