



Case Study

Formulate 3 year strategic plan for a US based sourcing agent

SITUATION

- A US based sourcing agent looking to grow their business over the next in 3 years
- US based retail customers are declining or removing middleman in their supply chain, initiating organization discussion on future role of sourcing agents
- Multiple initiatives were discussed but the company lacks a cohesive strategy to structure all initiatives

PROBLEM STATEMENT

Multiple questions are initiated by senior management team on the strategic direction of the business, but there is no alignment

- Should we **enter new markets?**
- Should we **expand into new products?**
- How can we **expand our customer base?** Through existing customers / new channels?
- What **value added services** should we offer to attract and retain customers?
- How will these changes in strategy **impact the organization?**

SOLUTIONS DESIGN

Developed and facilitated multiple multi-day workshops to formulate a 3 year plan with senior executives.

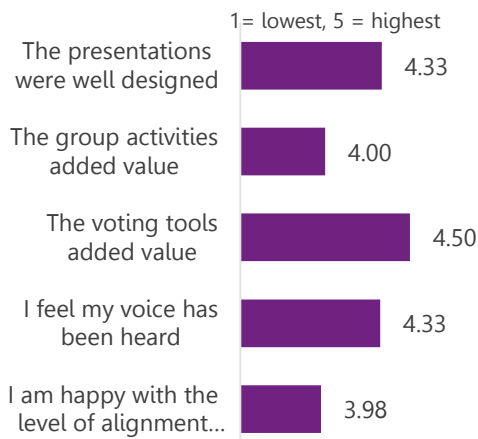
Provide market intelligence for insights on future conditions	Analyze current position in the market compared to peers	Develop strategy framework to facilitate alignment internally
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IMPACTS TO CLIENT

Value added workshop



Client feedback

"I am very pleased with the work Weave did and appreciate the hard work in such a short time"

"Flexibility to adjust process to meet needs. Weave could achieve purpose vs agenda."

"Clear agenda and goals. Good use of driving engagement with the team"