



Formulate mid-long term sourcing strategy for a French retailer

SITUATION

- 2B Euro European mass market apparel retailer with double digit top line growth
- Headquartered in France with sourcing office in Asia and contract manufacturers all across Greater Asia



PROBLEM STATEMENT

- Annual milestone for purchase plan consolidation and vendor network selection lacked consistent, **data driven approach**
- The sourcing strategy was **not connected to the company's changes in product offering**
- With natural reduction of suppliers, **matching capacity by technical skills** became of high strategic importance

SOLUTIONS DESIGN


Develop an 18 months forward looking sourcing strategy to support business growth and changing business needs

Match vendors capabilities to business needs	Match 18 months projected volume to factory capacity	Develop internal capability to manage new process and tools
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Strategic Growing Transactional

- Create **projections** and apply **confidence level** to multiple time horizon forecasts
- **Match volume** with vendor capacity to ensure the selected vendors have sufficient capacities to support planned growth

- Build internal capabilities to improve the team's **data driven decision making**



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IMPACTS TO CLIENT

■ Strongly Disagree
 ■ Disagree
 ■ Neutral
 ■ Agree
 ■ Strongly Agree

