



# Case Study

## Drive impact through cultivated learning and development experiences

### SITUATION

- **5B HKD international retailer** of apparel and accessories
- More than **2,000 stores** around the world
- Together with a strategic supplier, company aims to gain further competitive advantage through **supply chain planning and collaboration strategy**



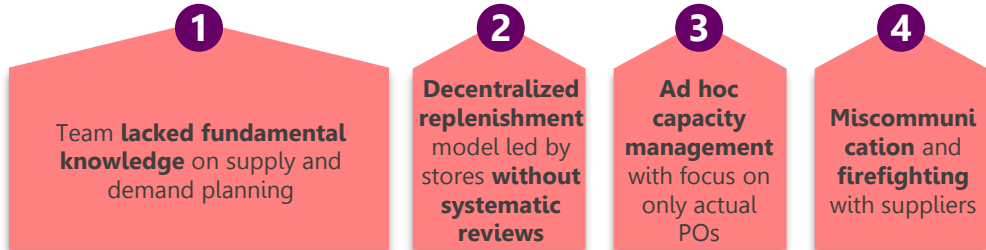
### FEEDBACK



*"This program is a great opportunity to bond with our strategic supplier and deepen the understanding of each other."*

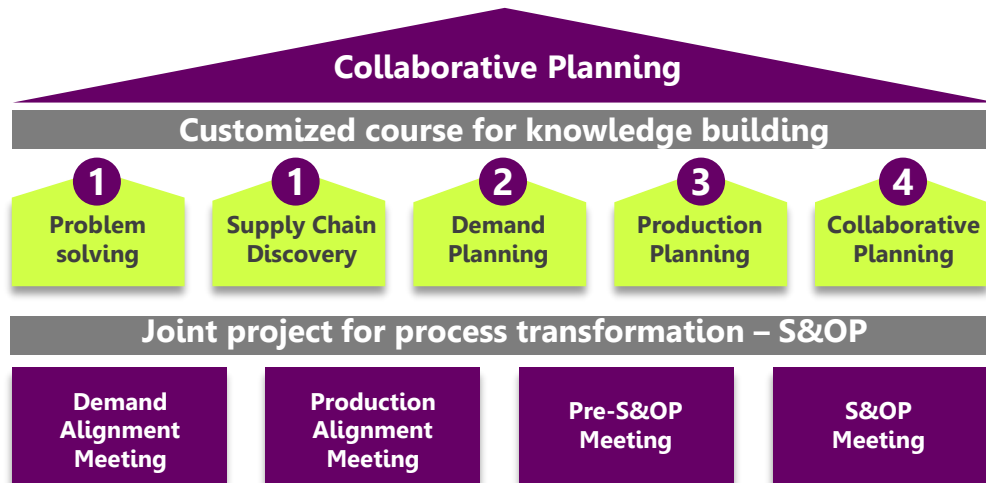
*"I have improved my data analysis skills which helps me to make better decisions based on facts."*

### PROBLEM STATEMENT



### SOLUTIONS DESIGN

Build internal capabilities in collaborative planning



### IMPACTS TO CLIENT

New ways of working were gradually blending into the culture of our client

High level of buy-in of new solutions

New processes and reports with KPIs

Collaboration through effective meeting cadence

**80%** participants are satisfied with our supply chain programs  
**200%** increase in skills evaluation  
 From no formal meetings to reaching **meeting effectiveness of 80%**



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