New, Post-Recession, Supply Chain Management Techniques
Global Outlook: Prospect of a Double-Dip

GDP Growth

Source: Boston Strategies International estimates based on Economist Intelligence Unit data
Trade Outlook: Rebound and Oscillation

Trade Growth (Exports + Imports)

Source: Boston Strategies International estimates based on Economist Intelligence Unit data.
# The Propensity to Over-React

## Some Top Job Cutters (since 2007)
- Citigroup (-118k)
- Robert Half (-105k)
- GM (-49k)
- Alcoa (-48k)
- Starbucks (-30k)
- GE (-23k)

## Some Top Job Gainers (since 2007)
- Yum Brands (+49k)
- Best Buy (+30k)
- TJX (+25k)
- Lowe’s (+23k)
- PepsiCo (+18k)
- Apple (+13k)

Source: Boston Strategies International selection of companies from analysis published in the Wall Street Journal
Strategies for Making Capacity Flexible

- Use Lean and MTO to Lower Inventory
- Postpone Finishing to Limit Peak Capacity Needs
- Refine S&OP to Reduce Inventory Variances
- Reduce Cycle Time for Better Responsiveness
- Outsource the Peak Load to Lower Capacity
- Use Yield Pricing to Clear Inventory
- Increase Mix of Temp Employees to Lower B/E
Case Studies

- Vale
- Al-Hidd Power
- Transnet
- CMA/CGM
- Shell
- Dow Chemical
- CSX
- Boeing
Boston Strategies International is a global management consulting firm that helps market leaders achieve competitive advantage through supply chain management through:

- **Supply Chain Consulting** that helps supply chain leaders make high-stakes decisions
- **Cost and Price Analytics** that helps plan and budget
- **Market Data** that helps identify emerging issues that affect their supply chains, and quantify the impact that they will have