

edo consulting is dedicated to building long term, not transactional client relationships.

By blending Fortune 100-caliber supply chain management expertise and global project management experience edo consulting is able to deliver innovative, practical business advisory services to its clients.

edo has deployed its Capability Maturity Model™, an analysis framework that aids companies in doing more than just find a better way to implement software. The Firm provides advisory services to companies who want to refine their supply chain performance by thinking past their implementation and taking their supply chain competencies to a more refined level. Furthermore, edo consulting provides companies the capability to fill the gaps they've identified in their packaged SCM applications post-implementation.

edo consulting's competencies have been built to accommodate clients in each stage of their supply chain life-cycle.

- Implementation Services: *Initial Implementation Activities*
- Post Implementation Services: *Next-Phase Performance Improvement*
- Business Process & Change Management Services: *Non-Application Performance Improvement*
- Last Mile Supply Chain Business & Technology Services: *Delivering Non-Packaged Solutions for Non-Packaged Problems*

Functionally, we focus on the solution sets that can most severely impact an enterprise's odds for success. Specifically, edo consulting focuses on **Demand Management, Supply Planning, Transportation, Fulfillment, and Network Strategy.**

Post Implementation consulting

Our clients are able to make better critical supply chain decisions, confident that their planning tools, processes and resources are tuned to take advantage of today's realities and tomorrow's complementary technologies.

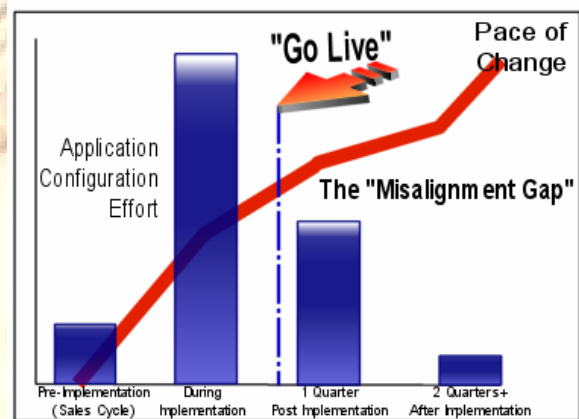
The focus of this practice area is corporations that have invested in supply chain management applications. Specifically, our activities in each client engagement are focused on enhancing the impact of supply chain management (SCM) applications after they have been implemented and in production. Our clients leverage our consultants' capabilities in solving cross functional problems in the categories of process, software functionality, key performance indicators, and human performance.

Companies from the Global 2000 to the Fortune 500 have invested heavily in big-ticket supply chain management applications. Once implemented these applications, for the most part, are left on "auto pilot."

The level of activity surrounding an implementation peaks during the implementation, right up to the point at which the project reaches its "go live" milestone. It is at this milestone where activity drops off significantly. Unfortunately, as time progresses the pace of change increases as well. This phenomenon is called, "The Misalignment Gap" -- a term synonymous with lost opportunity.

Seldom do companies allocate the time or resources towards realigning supply chain management applications to fit current realities. As a result, the months and years of effort spent modeling and configuring software products produce short-term results.

The people that can bring a company from zero to implementation are not necessarily the people to objectively analyze their own work after the fact. Besides the risk of losing objectivity, companies rarely dedicate the "A-Team" to this task, because it's messy work. The skills required to manage data, process, and configuration changes in a production environment without disrupting ongoing operations requires a special kind of focus; that is where edo's team excels.



Most firms dedicate their expert resources to large or lucrative new-product implementations. edo consulting has focused a seasoned, multi-disciplinary team of the best and brightest in supply chain management on solving in-process SCM application challenges. By providing a "one-stop-shop" for post-implementation challenges, edo consulting has dramatically collapsed client time to benefit for our clients; and RWRS measures its success in realized, hard dollar savings and opportunity.

To close the loop, edo consulting's Post Implementation Methodology offers its clients the edo consulting Supply Chain Extended Service Plan™. This is link between edo and its clients, delivering ongoing supply chain measurement and realignment; providing clients with concrete plans for continuous supply chain improvement. Core to our Post Implementation Methodology is the edo Capability Maturity Model™.

Implementation consulting

With nearly 20 years of combined expert experience leading projects in, implementing and tuning the industry's leading supply chain management solutions, edo consulting's implementation consulting practice focuses on providing companies value added, efficient resource pool from which to select for their implementation activities at reasonable prices.

Enabled by the edo Capability Maturity Model TM, our implementation approach is one in which we play the role of client advocate. The cross-industry experience and the innate curiosity we seek in each of the consultants we bring on board provides our clients and partners with independent thinker focused on doing whatever it takes to maintain our 100% referenceability levels.

Business Process & Change consulting

This practice concentrates on supporting the Firm's activities around its technology-focused practices. Supply Chain Management went mainstream because of the software applications the industry's vendors marketed to corporations around the globe. Before the bombastic marketing campaigns made headlines, the focus was on business process and change management.

These areas have not ceased being critical. Business Process and Change Management consulting have become even more critical to supply chain management; more so because of the tremendous number of technology solutions adopted to solve individual problems across the enterprise. Implementations fail when business processes break down or when users reject the change thrust upon them by "corporate" in the form of new supply chain applications.

Many times, companies can solve part of their problem without software. Our research and experience have shown that it is far easier to develop and validate a business process before technology is implemented.

Core to Business Process and Change Management is the edo consulting Capability Maturity Model TM. It is via this framework that our clients can articulate the degree of process refinement and change management required as they progress across the CMM.

Last Mile Business & Technology Advisory Services

The team providing "Last Mile" services to the market possess an effective blend of systems integration specialists with supply chain and operations research experts. This team spends their time helping our clients automate processes not covered by their SCM vendor. This lack of coverage (by the major vendors) is primarily due to the fact that the problem as well as the near term market opportunity does not justify (given their cost structure) the development investment.

"With EDO Consulting, we've been able improve the quality of critical supply chain decisions. We're more confident than ever that our applications, our processes, and our planners are in synch."

-- An EDO Consulting Client

As much as the supply chain management application market would like the market to believe it; there is no one size fits all solution. Each company has different operational and market nuances. This is part of the reason that many niche SCM vendors exist today – they solve a problem for a particular industry that the industry leaders can not or have chosen not to solve.

Some of the solutions developed by this group include innovative tools to support key business processes around:

- new product introduction
- supply chain network analysis workflows
- data consolidation and validation

These tools were built result of detailed Capability Maturity Model TM reviews of core business requirements versus the existing capabilities of the SCM packages available today. Most of the tools are built accommodate some of the tightest budget constraints but at the same time deliver the level of performance companies come to expect from enterprise-class applications.

For more information edo consulting, contact the firm at consulting@edoconsulting.com