



## Lean-based Simpler Business System (SBS)

Supply chain and logistics solutions



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Simpler® Consulting, an IBM  
Business 5-Phase SCM  
transformation process:

1. Discovery
2. Assessment
3. Design and configuration
4. Implementation
5. Support, stabilize and continuously improve

#### Simpler's supply chain and logistics solutions

- Strategic sourcing
- Inventory optimization
- Strategy development and implementation
- Sales and operations planning

**Simpler® Consulting was acquired by Truven Health Analytics®, an IBM Company in 2014. Truven Health Analytics was acquired by IBM in 2016 to help form a new business, Watson Health™.**

#### From conception to consumption: Applying Lean to Supply Chain Management (SCM)

In today's economy, companies are challenging their supply chains in various dimensions, including flexibility, cost reductions, risk management, technological innovation and customer service levels.

Lean is a team-based approach to continuous improvement focused on eliminating non-value-added activities or "waste" from the viewpoint of the customer. Lean tools have been used in one form or another for many years, especially in manufacturing, but are only recently being applied to supply chain and logistics management.

We believe Lean principles can help give supply chain and logistics professionals a competitive advantage by supporting strategies based upon one or more of the following concepts:

- Differentiation
- Cost Leadership
- Response

The **Simpler Supply Chain Practice** is designed to help clients respond quickly to their overall strategic direction while helping them meet new demands for process performance and increased productivity. We help our clients create lasting competitive advantages at every stage of the supply chain—from product development, planning and sourcing, to manufacturing, logistics and distribution. Simpler consultants help clients intertwine the big picture strategy at every level of operational execution and help them create processes that support measurable results and enhanced value.

At its core, the Lean-based Simpler Business System® (SBS) is built around certain basic principles:

- **Respect.** Participants must have respect for the people involved and for the goal of continuous improvement.
- **Sustained value.** Goals aren't designed as narrow, short-term fixes; they are designed to create solutions vital to long-term success.
- **Eliminating waste.** Process improvement should be focused on eliminating waste and delivering only value-added services.
- **Knowledge transfer.** More than just improving your processes, SBS teaches the skills needed to sustain Lean improvements.
- **Leadership/Staff Buy-in.** True improvement only happens when it is embraced at all levels.

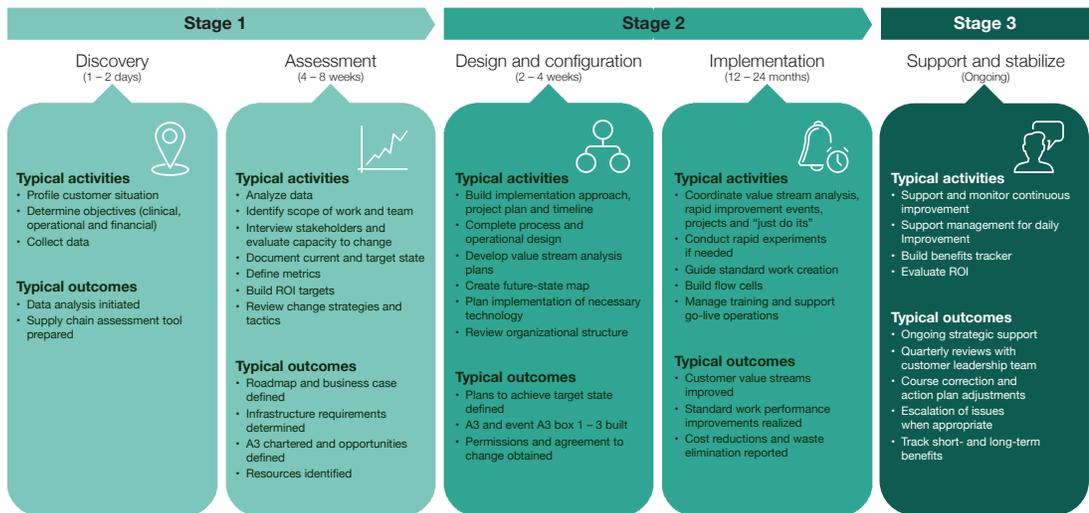


Figure 1: Simpler Business System

With these core principles as a guide, our Supply Chain Practice applies a stringent focus on key competencies to help clients including:

- Formulating service strategy
- Process improvement and redesign
- Identifying and implementing cost savings
- Resource realignment
- Inventory management
- Contract management
- Standardization and storage design

### About Simpler Consulting, an IBM Company

Simpler<sup>®</sup> Consulting, an IBM Company, is a leading management consulting firm that helps organizations around the globe to improve performance through Lean transformations. Since 1996, Simpler has worked closely with clients to foster an organizational culture that continuously seeks out opportunities to make improvements, and help to stimulate business-impacting results. With its proprietary Simpler Business System<sup>®</sup>, Simpler has helped clients to implement Lean transformations across a wide range of industries.

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