



## ASSESSMENT BENEFITS

- 01** Auditors document to support internal decision making re supplier selection
- 02** Identify most optimal supplier given specific criteria
- 03** Third party implementation and management ensuring supplier performance against SOP and KPIs
- 04** 0% financial risk: commercial agreement between Cornerstone and supplier

## SERVICE OFFERING: CLIENT SPECIFIC LOGISTICS ASSESSMENTS

**Overview:** Run client specific logistic assessments to identify and recommend the most optimal logistics service provider. Once our recommendation is accepted, Cornerstone drafts and manages the project plan to ensure smooth implementation against assessment criteria and manages the supplier's ongoing performance against agreed KPIs, SLA and penalty clauses.

**Objective:** Improve working capital, cash flow and service levels for the client, whilst simultaneously takes ownership to ensure supplier performance against their initial proposal.

**Commercials:** Commercial agreement is between Cornerstone and the service provider, based on the sales commission that would have been paid over to their internal sales force. No margin on margin is accepted.

**Pre-requisite:** (1) Client mandate; and (2) Current incumbent must form part of the assessment.

**Methodology:** (1) Identify improvement opportunities working capital, cash flow or service levels; (2) Isolate area impacted (i.e. Freight Forwarding); (3) Identify criteria to realise improvements; (4) Identify 3rd party service providers whose UVP = identified criteria; (5) Design client, opportunity and criteria specific assessment; (6) Launch assessment to suppliers; (7) Rate suppliers against scorecard; (8) Recommend most optimal supplier; (9) Project manage implementation; and (10) Measure ongoing supplier performance.

## CORNERSTONE LEAD LOGISTICS PROVIDER

Making a difference that matters



## SERVICE OFFERING: REGULATORY WAREHOUSE SET-UP

**Overview:** Run assessments on all warehouse components to ensure all criteria required are met. Project manage all suppliers to ensure performance against KPIs, SLA and penalty clauses.

**Objective:** Deliver the most optimal facility (brown or green field), in the most cost-effective way and the shortest possible lead times. Reduce risk and manage supplier performance.

**Commercials:** Fixed % Tender management fee; Fixed % project management fee. Amount fixed on draft budget signed-off.

**Methodology:** (1) Design phase; (2) high level budget; (3) Tender management (apply Cornerstone assessment methodology on smaller scale); (4) Recommend suppliers; (5) Budget & progress payment management.



# WAREHOUSE SET-UP BENEFITS

- 01** Fixed tender and project management fee regardless of fluctuating budgets
- 02** R0.00 professional fees on capex expenditure
- 03** Director level tender & project management, supplier performance- and budget management



“Cornerstone demonstrated over and over that it was their obligation to go above and beyond for us, as their client. Cornerstone always assists in a professional way and maintains a phenomenal business relationship. Cornerstone offers good business foresight identifying risks and offering solutions.” *Joseph Ludorf, Senior Director – Head of Supply Chain SAGA CIPLA*

“Their commitment to detail, thorough and relentless follow-up were key factors in the success of Medipost. Without hesitation I would appoint Cornerstone on any major project – the results of their work and commitment are testimony to the work ethic they have.” *Ludo Tandt - EXCO, General Manager Projects Medipost*

## CORNERSTONE GROUP SERVICES INCLUDE

Logistics Assessments

Regulatory Warehouse Set-up

Inventory Optimisation

Design & implement High Performance/ Client Centric Cultures

### VISION

Making a difference that matters.

### VALUES

Client Centricity, Respect, Integrity, Passion, Inspire, Teamwork, Excellence, Innovation & Stewardship.

### MISSION STATEMENT

To inspire hope and contribute to leadership, growth and optimisation by providing client-centric solutions through integrated high-performance leadership development, focus on business, strategic and financial acumen, effective supply chain optimisation solutions and research.

