

RESULTFOCUSED

June 2016

dasRESULTAT is a results focused logistics and supply chain management advisory company.

We partner with our clients to identify and unlock practical and sustainable solutions.



das [R]ESULTAT

integrity • independence • results

Vol 4, No 6 (2016)

RESULTS IN GOING BEYOND

By Anton Nieuwoudt and Niels Rudolph

In September 2012 with a vision to form partnerships with our clients in order to turn business challenges into sustainable results, Niels and I established dasRESULTAT a results focused logistics and supply chain management advisory company.

We decided not to define a cumbersome mission statement and specific strategic objectives. Experience taught us that such an approach in volatile and continuously changing business environments, in many cases lead to self fulfilling prophecies. And in any case, who exactly knows what the future holds when starting out on a journey decoupled from the corporate maze. What we did know, is that we would do what makes us come alive.

In the inaugural publication of RESULTFOCUSED we highlighted five leadership lessons from Clem Sunter. We based our business model and plans on these five lessons and they are still very valid to this day. First, lead by cooperation - to get things done you need cooperation from people or parties you don't control. Second, strive to demonstrate problem solving

leadership - address the fundamental problems and not simply medicating the symptoms. Thirdly, lead by example - be the change you want to see in your employees and your organisation. Fourthly, lead with knowledge - knowledge of the game transcends culture and affiliations. Finally, lead by getting-up-and-go - take responsibility and accountability for your thoughts and actions, don't compromise on your integrity and don't except mediocrity by habitually striving for excellence.

Fast forward to May 2016. After initial engagements spanning around six months, the local office of Hellmann Worldwide Logistics (Hellmann) saw a clear benefit to engage with dasRESULTAT. It was however clear that their specific needs would require to go beyond a conventional "project-by-project" engagement. The Hellmann senior management saw the need to utilise our skills to the benefit of both their clients and their organisation. It was thus decided that the best way to accomplish this, would be to commit to a more permanent and dedicated engagement model.

On 01 June 2016 we entered the Hellmann world and became part of the Hellmann FAMILY. We feel privileged to be associated with such a dynamic organisation and are excited about the new opportunities this brings.

In our journey we had the honor to meet, work alongside and engage with some incredible individuals. In those engagements we had the opportunity to drive results and unlock value. We would like to sincerely thank everyone who gave us a chance and believed in the value we could add.

The world we live and operate in is nothing if not interesting. It is also said that the only certainty in life is in fact uncertainty. Only time will tell what the future holds for us. What I do know for certain is that we will continue to pen this new chapter with dedication and excellence.

"Don't ask what the world needs. Ask what makes you come alive, and go do it. Because what the world needs is people who have come alive." – Howard Thurman

RESULT FOCUSED LOGISTICS AND SUPPLY CHAIN ADVISORY SERVICES

By Anton Nieuwoudt / Niels Rudolph

dasRESULTAT is a results focused logistics and supply chain management advisory company with greater than 30 years combined experience in various functional areas of logistics and supply chain management across diverse industries.

Our primary objective is to support our clients to reduce operational costs and increase their service offering to their clients through optimising their supply chain, by offering a wide range of services based on our own practical experience.

Leadership

dasRESULTAT stands under joint leadership of Anton Nieuwoudt and Niels Rudolph.

Anton has more than 15 years experience in logistics- and supply chain management across various industries.

Prior to co-founding dasRESULTAT as a boutique logistics and supply chain advisory company, Anton was at Accenture where he was involved in various projects in the Retail, Mining, FMCG and Energy sectors. Here he was able to expand and apply his fulfillment, supply chain management, supplier management, project management and business consulting expertise.

At DBSchenker, Anton gained experience in integrated logistics management, spare parts logistics as well as inbound- and outbound logistics solution implementation.

Anton holds a Bachelors degree in Marketing from the Rand Afrikaans University and a Masters degree in Logistics Management from the University of Johannesburg.

Niels has close to 25 years experience in logistics- and supply chain management mainly within the 3PL industry.

Prior to co-founding dasRESULTAT Niels founded ORAscm as a specialised logistics consultancy company. He also worked at DB Schenker and PriceWaterhouseCoopers in Germany as a project consultant.

Niels spent the largest part of his career at DB Schenker in various roles in Germany, Singapore, Malaysia and South Africa. During his last role at DB Schenker in South Africa, Niels was responsible for logistics development, reporting directly to the CEO. Here he applied and expanded his knowledge to develop logistics solutions across the local automotive, high-tech and retail industries.

Niels holds a Diplom Betriebswirt (BA) from Staatliche Berufsakademie, Mannheim (Germany).

Functional experience

Our functional experience include among others warehouse design & management, transportation management, inventory management, demand planning, supply planning, supply chain planning, supplier relationship management and project management.

Industry exposure

We have had exposure to industries such as retail, automotive, consumer goods and services, petrochemical, mining and defense aerospace.

Core offerings

Through our core offerings we can support our clients to achieve strategic, tactical and operational results. These offerings cover areas such as Strategic Supply Chain Planning, Fulfillment, Sourcing & Procurement, and Project Execution.

Significance

Through our part-time lecturing commitments to the University of Johannesburg we continue to be actively involved in tertiary education and student mentoring programs to encourage excellence in up-and-coming supply chain professionals.

Credentials

Since founding dasRESULTAT in the fourth quarter of 2012 we've been involved in various engagements.

Our primary engagement in 2013 has been with a leading global third party logistics company. Here we've been instrumental in the turn-around of their contract logistics department, transportation management strategy and operating model design, Africa business development strategy, and procurement strategy development.

Secondary engagements during our first year of operations included a warehouse performance assessment at the Cape Town operations of a global apparel company, supporting a logistics service transition at a German automotive manufacturer, and providing warehouse implementation support for an agricultural equipment manufacturer.

More recently we supported a transportation consulting company with project management and subject matter advisory at a leading South African FMCG company. With this client we have embarked on a journey to evaluate and redesign their Import-Export service provider landscape which has flowed into a full blown group level RFQ process for carrier and clearing services. We supported the client to unlock an overall 15% saving in their annual freight spend and associated landside and finance charges. **RF**

dasRESULTAT (Pty) Ltd.

PO Box 524
Modderfontein
Johannesburg
Gauteng
1609

dasRESULTAT is a results focused logistics and supply chain management advisory company.

We partner with our clients to identify and unlock practical and sustainable supply chain solutions.



www.dasresultat.com



Thought Leadership @
dasRESULTAT

www.dasresultat.com/thought-leadership/



www.linkedin.com/company/dasresultat



[@resultfocused](https://twitter.com/resultfocused)

Anton Nieuwoudt
anton.nieuwoudt@dasresultat.com
+27 82 495 3419



za.linkedin.com/in/antonnieuwoudt/

Niels Rudolph
niels.rudolph@dasresultat.com
+27 79 588 8098



<http://www.linkedin.com/pub/niels-rudolph/4/4aa/231>