

RESULTFOCUSED

November 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.



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Vol 4, No 11 (2016)

FIRST WE MAKE OUR CHOICES, THEN OUR CHOICES MAKE US

By Anton Nieuwoudt

Free will or choice is the greatest gift of life. However, with freedom comes responsibility. So, with freedom of choice comes our responsibility to understand the consequences of our choices. As Harry Emerson Fosdick once wrote, "He who chooses the beginning of a road chooses the place it leads to. It is the means that determine the end."

Our lives are made by how we respond to what happens to us and by how we choose to act moment-by-moment throughout the course of a day - followed by how we choose to act week-by-week, month-by-month and year-by-year.

Look at it this way. What if the life we're living today is the result of all the choices we've made in the past? What does that say about our future? Is it not clear that our future will be determined by the choices you and I make today and tomorrow and the day after that? In other words, if there's something we do

not like in your current position, it's most likely the result of a series of unwise choices in the past that have brought us to this place. Once we take accountability of those choices, and avoid making similar choices in the future we can create an entirely new future starting today.

First we make our choices, then our choices make us.

If we now know this, wouldn't it make more sense to live a life based on intentional choices? A life where we are conscious of the consequences of our choices and where we intentionally make quality choices that will lead us closer to where we want to be? A life where we choose excellence? A life where we deliver excellence and expect excellence from everyone around us? The Oxford dictionary defines excellence as "The quality of being outstanding or extremely good". It says nothing or implies nothing about perfection. Excellence is not about being perfect, it's about doing

your absolute best at what ever task is at hand. Or as Edwin Bliss once said "The pursuit of excellence is gratifying and healthy; the pursuit of perfection is frustrating, neurotic, and a terrible waste of time".

I would like to challenge you to allow excellence to guide your personal and professional choices, because nobody has ever achieved greatness by being satisfied with good enough.

"Life is a matter of choices, and every choice you make makes you" - John C. Maxwell

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**

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