

**Case Study**  
**Supply Chain Assessment for a Steel Products**  
**Manufacturer**



# Case Study

## Supply Chain Assessment for a Steel Products Manufacturer



### About the Client



- The client is a US-based business services and consulting firm

### Client Objectives / Goals



The client wanted to examine the supply chain network of leading players in the US steel industry to assess best practices related to:

- Building capabilities for logistics
- Credit management
- Other peripheral functions

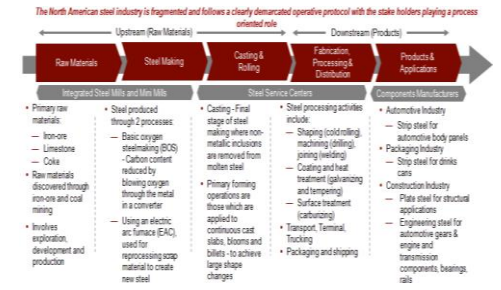
### Approach and Methodology



We divided the client's requirements into two parts.

- Identification of supply chain framework and sourcing practices employed by two of the leading steel manufacturers in the US
- Deep-dive analysis: We conducted interviews with service centres, steel mills and user of steel products to assess -
  - Organisational structure (Where are the decision makers located? Where are the hubs located? Do they have centralised vs. decentralised decision making, along with the associated benefits?)
  - Detailed supply chain (mining, manufacturing and processing locations; methodology followed by the players while dealing with key stakeholders in the value chain)

### Sample Output



### Results / Value-add



The in-depth analysis of the company practices enabled the end client to identify functions and best practices, they could adopt to boost revenues