OPSI CONSULTING

OPSI Consulting provides key insight through practical use of operations research tools and extensive industry experience to optimally solve business challenges.

At OPSI Systems, we answer questions and solve problems. It's really that simple, but how do we do it?

OPSI consultants are highly-educated experts in a number of applied mathematical and statistical fields with a passion for solving problems in innovative ways. Combine this academic base with extensive experience in the supply chain, and you have unparalleled insight into your company's operations, business processes and market strategy.

OPSI Systems offers a wide range of consulting services in the field of business optimisation and management. We have worked with many of South Africa's top logistic companies to improve business visibility and optimise their operations.

Whether looking to identify quick wins through short-term tactical implementations or reviewing the long-term strategic goals and objectives of your organisation, consider OPSI Consulting for an informed decision.

- **Network Optimisation:** Review and modelling of existing or new network infrastructure.
- **Fleet Configuration:** Determine the optimal number and size of vehicles required.
- **Contract Costing:** Ensure your expertise and services are valued accordingly when creating a new contract
- **Nominated Delivery Days:** Determine the best days and frequency to service a set of customers.
- **Master Routes:** Create an efficient, up-to-date master routing strategy.
- **Distribution Strategy Evaluation:** Identify ideal delivery cycles, asset options and profitability models for your distribution.
- **GIS Visualisation:** Visualisation of geographical information of your customers.
- **Sales Routing:** Implement suitable routes and schedules for your sales staff.

An accurate costing model based on the real costs of your fleet and operations.

Identify cash flow issues before contract finalisation for costing.

Adjust and test various scenarios before selecting between options.

Identify the cause of sales issues - overtime, excessive travel claims & underserviced customers.

Territory assignment that balances shorter routes, maximises visit times and reduces travelling time.

Reporting facilities generates the documentation and data you need to make key sales and marketing decisions.

Compare proposed changes to distribution before obtaining finances.

Identify inefficiencies and utilise existing assets effectively.

In-depth, long-term view of the impact of network optimisation.

CONSULTATION BENEFITS

NETWORK OPTIMISATION
CONTRACT COSTING
SALES ROUTING
FLEET CONFIGURATION
MASTER ROUTES
DISTRIBUTION STRATEGY & NDD's

Accurately model real-world issues to identify bottle-necks.

Achieve potential savings at a minimal cost to purchasing new vehicles and assets.

Visibility into the real costs driving your fleet.

Discover new distribution channels and opportunities to improve existing ones.

Precisely weigh the cost benefits of changes to distribution strategy against the impact on your manufacturers, suppliers and customers.

Cycle quickly through a range of options while taking adherence of all criteria.

Incorporate fleet changes and new customers into existing Master Routes while retaining the key features.

Generate footprints & route maps, from new and existing NDD/master routes.

OPSI SYSTEMS

OPSI CONSULTING

OPSI Consulting Promotes Practical Solutions

OPSI Consulting utilises not only a knowledge-base grounded in numerous on-going postgraduate research projects, international liaison with the academic community and constant design, testing and adaption of optimisation algorithms, but on the experience informed by active relationship with our products development team.

At the heart of our clients' operations, the product development team have a unparalleled view into organisation's daily operations and the low-level interactions that make or break high-level strategy and analysis.

Not convinced? Consider the following:

- ⦿ Of our clients, 14% consists of *other* supply chain consultancies. It's our third largest market: when they encounter a problem, OPSI is the company they approach to give them a leg-up.
- ⦿ Many of those same consultancies use our software thanks to their strength as analysis tools for modelling detailed scenarios.
- ⦿ Our experience spans industries: Finance, Logistics, Construction, Mining, Parastatals, Agriculture, FMCG, Retail, Manufacturing, Beverages.
- ⦿ Our clients' brands speak for themselves. Anglo-Platinum. SAB. Saint-Gobain. Unitrans. They're just some of the premier companies that rely on OPSI to provide the insight they require.

OPSI Consulting Provides Real Results

- ⦿ One of South Africa's largest alcohol and beverage manufacturers approached OPSI Consulting to optimise their sales rep activities and routes. After performing several site visits nationally, OPSI was able to improve their CLI scores by approximately 20-25% and reduce the distance traveled by 25 000km.
- ⦿ A US-based food franchisor needed to optimise their long-haul operations when tranporting to their 165 franchisees spread over 25 States. OPSI consulting was able to reduce the number of vehicles required by over 11%, resulting in a similar saving in vehicle maintenance, fuel consumption.
- ⦿ The South African subsidiary of an international dairy company needed to reduce the cost of marketing via sales staff. OPSI Consulting generated a optimisation model that efficiently distributed customers amongst existing sales staff and had flexibility to accommodate new customers and sales staff without shuffling existing assigned routes.

"OPSI's work was pivotal in securing the finance we needed to expand our business, and prevented us expanding in a way that would have ultimately resulted in our fleet traveling 37% more kilometers to service the same customers."

~ Chris du Preez, CEO, Take 5

OPSI Consulting Tools

ORBIT
A route building and information tool for generating nominated delivery days, master routes and rep routes

PLATO
An enterprise-level routing and scheduling optimisation suite for primary logistic environments

FLO
A fleet scheduling optimisation system for secondary distribution with auditing through GPS integration

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