

„Brute force approaches to inventory reduction will no longer work to help mitigate issues caused by economic volatility. “

C. Dwight Klappich, Gartner Research

The financial crisis has forced boards to reduce the capital tied up in their operations. Often this resulted in the decision to reduce inventories across the board.

Typically this has the following effects:

- To realise reductions quickly buying is reduced or delayed. This measure mostly effects the articles most that are the main sellers and contribute heavily to the company profit
- Whilst articles with overstocks are not effected, stock outs occur for the fast moving items, leading to customer complaints or expensive emergency buys
- Panic buys are not only expensive, normally also too large quantities are ordered, resulting in higher stocks

TIM CONSULT have developed a methodology that helps companies to break this vicious circle and reduce the inventories sustainably to release capital and to improve availability and profit. Reducing inventory also helps to identify inefficiencies in process and once identified to eliminate them, again strengthening the competitive position.

Inventory management does not only effect buying and merchandising, but also the strategies how stores are replenished. TIM CONSULT and Accentis-CIS as experienced consultants to the retail and manufacturing industry create tailored solution.

Company

Address

Post Code,  
City

Name,  
First name

Department

Function

E-Mail

Phone

Place, Date

Seal,  
Signature

We will participate at the Breakfast Meeting:  
„Sustainable Inventory Reduction“

**The meeting takes place in the  
Orlikov room of the Hilton Moscow  
Leningradskaya hotel**

on the 4th of December 2009  
starting from 8:30 till 11:30

We will participate with \_\_\_\_\_ persons.

The participation is free of charge, but advance registration is required.

AND

**ACCENTIS CIS**

**Breakfast Meeting  
4th of December 2009  
Moscow  
Hotel Hilton Leningradskaya**

**Sustainable Inventory  
Reduction  
Reduce capital and  
increase turnover / profit**

**Registration and Information**

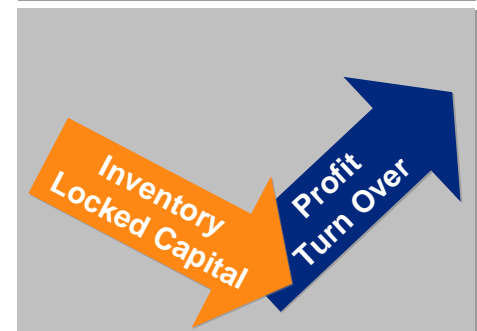
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If you are intrested, please fill in your details and send a scan by mail or a fax to contacts before 20.11.2009.

Sustainable Inventory Reduction



### Your Benefit

- Get to know methods to reduce inventory and release capital without damaging service to the customer
- Understand the leverage effect of active inventory management on profit
- See inventory management as a process that touches a number of areas in the business
- Realise how active inventory management is a chance to improve efficiency in your operation
- Use inventory management to reduce stock outs and mark downs
- Discuss your experience with experts from other companies that are in the same situation and learn from their experience

### Who should participate?

The meeting addresses generally all managers responsible for inventory management. It is especially interesting for CFO's, supply chain or sourcing directors.

Presentation will be in English, please indicate if you require translation into Russian

### Program

- 8:30 Breakfast & Welcome
- 9:15 -10:00 Presentation of Meeting Topic
- Cause and effects of high inventories
  - Strategies to sustainable inventory reduction
    - Analysing and improving inventory management processes and rules
    - Developing short, medium and long term measures
    - Simulating results and implementation of new strategies
  - Case Study of successful implementation
- 10:00 -10:45 Discussion
- 10:45 -11:00 Summary of meeting

### Location

**Moscow Hilton**  
Room Orlikov  
Kalanchevskaya Street 21/40,  
Moscow, Russian Federation 107078



How to get there:  
Metro:  
Komsomolskaya Metro Station

By car:  
Kalanchevskaya Street 21/40, Moscow

### TIM CONSULT GmbH

- Management consultancy specialized on all goods-related business processes (Inventory, Networks, Transport, Storage and Handling, Organisation)
- Founded in 1995 in Mannheim, Germany, office in Moscow since 2008
- Owned and operated business: Independent
- Customers: International major enterprises, medium-sized businesses and public authorities
- Our task: Accelerate change processes & ensure the future of our clients
- Responsibility from strategic / conceptual design to successful implementation
- We consult people – we relieve the strain on you & support all-embracing
- Reliability & success – with the result of long-lasting customer relationships

### Accentis CIS

- Management consultancy for the retail and consumer goods industry in Russia & CIS
- We cover all the Supply chain needs from product development to store operations , at strategic, and operational levels :
  - Budgeting and merchandise planning.
  - Assortment planning.
  - Product development.
  - Forecasting and replenishment.
  - Stock management.
  - DC network and DC design / operations.
  - Manufacturing / Sourcing.
  - Store operations.