



The Client

Snap-on Inc. is a leading global innovator, manufacturer and marketer of tools, equipment, diagnostics, repair information and systems solutions for professional users performing critical tasks. Products and services are sold through the company's franchisee, company-direct, distributor and internet channels.



Pain Points & Challenges

- ⇒ Poor Material Planning and Distribution Network, causing:
 - Excess Inventory / Warehouse Congestion / Inefficient Receiving and Material Handling
 - Ineffective management of annual load counts for in-bound freight resulting in excessive transportation spend
- ⇒ Excessive material and transportation costs

Pragmatek Solutions

- ⇒ Established and Managed Program Office for Supply Chain, Transportation, and Logistics Improvement:
 - Implemented Strategic Sourcing Program and Vendor performance reporting to improve Purchase Price Variance and improve On-Time shipment
 - Led SKU Rationalization, S&OP, and Enhanced Planning teams to improve material availability and flow.
 - Designed and implemented Hub and Spoke Network for improved transportation efficiencies.
 - Decreased Cost per Hundred Weight through 3rd Party Logistics partner
 - Introduced Collaborative Planning, Forecasting, and Replenishment (CPFR)

The Payoffs

- ⇒ **4x INCREASED** Earnings Per Share 2003-2013
- ⇒ **\$18M REDUCTION** in Transportation Spend
- ⇒ **\$11M SAVINGS** Contribution from Strategic Sourcing
- ⇒ **\$20M Additional Cost SAVINGS** in Logistics and Production