

## Fast React Systems - Specialist Planning & Sourcing Solutions for the Apparel, Textile & Footwear Industries

### Sustainability - It's Not Only The Environment!

Sustainability, in the environmental sense challenges the fundamentals of how a business operates, to achieve improved and responsible use of natural resources.

Sustainability, in a business sense (survival and growth), applies the same rules. Unless we tackle the fundamentals, the end result will not improve.

When we talk to businesses, even those who 'somehow' achieve good delivery performance, they often explain that their staff work all hours, that they cannot respond to enquiries quickly enough and how they 'fire-fight' constantly to get the job done against shorter and shorter lead times.

**'IS THIS SUSTAINABLE?'**, we ask.

**'NO...WE CAN'T KEEP DOING THINGS THIS WAY!' is the reply. 'Somehow we are achieving this, but it is getting harder and harder to sustain'.**

When we ask what the main causes are, the answers are usually the same:

- a lack of good systems (everything on spreadsheets and very manual)
- very poor awareness of likely problems before they become serious
- poor communication - 'Nobody told me that had changed'
- constant fire fighting due to 'catch up' when things run late
- an absolute lack of management level visibility

In this environment many companies suffer a frustrating inability to reduce costs and lead times further, despite knowing they have to find a way.

#### So What Is The Answer?

Quite simply, in most cases all the symptoms point to **POOR VISIBILITY, plus INEFFECTIVE 'PLANNING' AND CRITICAL PATH MANAGEMENT.** Unless a competent and capable system is in place, supported by good working practices, then things are unlikely to improve.

**Tackling almost anything else as a higher priority really is like 'putting the cart before the horse'.** Unless your supply of product is responsive, reliable and cost effective, in such a highly competitive market, your business is potentially at risk. Working on supplier relationships and performance improvement will only have limited benefits if your own internal systems are ineffective.

What most companies **REALLY** need most are clear priorities to work to and much improved visibility (effective critical path management in a simple and effective system).

To find out more about how Fast React Systems can help your business, contact:

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## But Will We Be Able To Cope With A New System? There's Never a Good Time to do this!

This is a typical question asked by business owners and management. The answer to this question is simple.....'Just look at the job you are undertaking now, without any specialist tools'. In a fast moving fashion environment with:

- X number of styles per season
- Y number of orders per month
- Multiple colours and deliveries per order, possibly even shipping to separate DC's
- Sometimes the added complications of multiple material and embellishment approvals.
- Constantly changing priorities to meet market demand
- Reducing lead times.

Is it any wonder that, with a complete lack of specialist tools, companies REALLY struggle to manage their priorities and suffer painful corrective costs as a result?

### Inevitably, a well designed, industry specific system has to help!

In an environment where there is 'never a good time' to take on a new system, the important thing is that the new system is easy to learn and to use and delivered by people who understand the industry, making adoption easy.

### Consider the Real Cost of Current 'Pains' and the Potential Benefits

A culture based on constant fire-fighting has a DRAMATIC effect on Productivity, On Time Delivery and COST; as sometimes extreme action is taken to catch up and to keep deliveries on time.

The fire-fighting and corrective action is not always due to supplier failures and excess costs cannot always be passed on to the supplier. In the trading company scenario, these costs will often not be accepted by the Buyer either.

Costs of air shipment and delivery penalties are painful and can be quantified easily. In trying to avoid these costs 'wherever possible', the corresponding risks to quality, compliance and customer satisfaction are inevitable, but much more difficult to measure.

### So What Was The Answer to the Sustainability Question Again?

In many businesses' own words, 'NO, IT'S NOT SUSTAINABLE, WE CAN'T KEEP DOING THINGS THIS WAY'. The highest risk to a business is continuing to do things in the 'same old way', but somehow expecting a different result. When you have read this document, a really good test, which highlights the risk to many businesses, is to ask yourself the questions 'Will I actually do anything about this?', also 'When?' As you consider the very difficult question of priorities, it is also worth asking yourself 'What other investment priority tackles so many fundamental business issues that cost you dearly in real financial terms daily?'

Only a fully evolved, industry specific solution like FastReact can tackle so many of the business pains and excess costs that you face daily. FastReact can be implemented quickly and provide very real and significant savings in weeks.

### NOW IS THE TIME FOR ACTION!

Talk to people who can help and 'Get the Right Tools For The Job'.....FastReact!

For more information & a no obligation review of your requirements, please contact: [info@fastreact.com](mailto:info@fastreact.com)

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