

Global Excellence Inside

Global Value for everyone...

Unleashing the global value for everybody, that is the next globalisation wave. Where multinationals have been enjoying the fruits of globalisation already for decades, small and medium enterprises are now discovering the potential of the global value, thus driving the next globalisation wave.

The second globalisation wave is bigger, more distributed, more refined, and accessible to small and medium enterprises, or even start-ups.

Case Study Start Up

Two bright professionals with a new idea for trading electronic components in a reliable fashion in the secondary market needed their idea translated to a solution to go to market quickly. With limited funds, they also needed to manage their (angel investment funded), cost base tightly. SGT provided their platform in various iterations, enabled their go to market quickly, enhanced their platform plus enhanced and executes part of their operational processes. With their operational model in working order, first customers were secured. Recently this new start up completed series A funding, and is valued at \$ 10 million plus.

SGT India Private Ltd

SGT came to live, at the bust of the internet boom. Providing professional services such as sourcing, procurement and data management services (2003). Soon expanding into IT services (2004) and Engineering design services (2005) as well. These services are delivered from India from day one. First demand came from the home market of SGT; Houston, Texas.

Although some customers can be considered large companies with over billions in turnover, the bread and butter is in the service delivery to mid-sized and smaller enterprises.



The aim is to apply global talent, resources, knowledge and experience to bring Global Excellence Inside in the operating model of SGT's customer base.

The impact of SGT's services are often at the heart of its customers' operating model. As most mid-sized companies do not have the time, money or resources to select specialised service providers for many areas, the offering that SGT brings to the table is compelling through its convenience; a one stop shop to enhance the customer' operating model to global scale.

SGT's focus is to understand the customers' customer. Help to re-align the existing, often local, operating model to scale to a global operating model. What people, process and technology are required to get there? Answering and fulfilling this question is the way to deliver Global Excellence Inside.

Global Excellence Inside

What is Global Excellence Inside? A reference is required. To be competitive in a market, speed to market is crucial. The process to deliver products or services should become "FeDex" like. A global market has unidentified needs; being

innovative like "General Electric" is key. Manage your cost base like "Dell". Is the output as reliable as a "Honda".

With CEO's and board of director level recognising Global Excellence Inside, that is where the journey starts.

Case Study Process Innovation

An US Based multi billion \$ forest product company turned to SGT to apply global leverage into the design process for wood trusses. Where in the US most homes have a wooden frame, in India only bricks and mortar are used. SGT recruited and trained the Indian based talent to perform wood-truss design for American homes. The staff's training is US origin and US certified. Within 6 months of operation the productivity is at 130% to 140% compared to 100% in US.

SGT measures its customers satisfaction on its ability to enhance customers' operating model to a global level by asking these questions; did we build in "Speed", is the model "Innovative", has it been done at an "optimised cost" base, is the "customers' customer at the heart" of the model, does the model produce its services or products in a "reliable" way.

Go-Global & Go-Green...

Today, in Europe even more than in the US, the topic of carbon is rising on the agenda of boardrooms.

At SGT it has been recognized as the next driver for to increase professionalism of global services. Especially in supply chain, integrated supply and global sourcing/LCCS the need for carbon related professionalism becomes visible. Where criteria such as quality, risk, time and money remain crucial, the carbon footprint impact of global sourcing must be included in global sourcing.

So next to Go-Global, Go-Green has become equally important. SGT can help companies of all sizes to determine the carbon footprint impact through analysing and enriching data from global supply chains, and (re)calculate the carbon contribution of supply chain choices made in the past, today and in the future.

SGT Global Sourcing

SGT's global sourcing team in Chennai, India, is ready for the g-green challenge. When providing Global Sourcing or Low Cost Country Sourcing services, the team addresses the following aspects; Green Logistics, Environment management systems (EMS), contribute to green chemistry.

Case Study Global Sourcing

An US based global chemical company, \$ multi billion in turnover, dramatically needed to reduce its cost-base, whilst securing production operations by intensively managing their supply chain. Through SGT's sourcing center in Chennai, India, the company is now on a road-map to reduce their addressable spend in direct chemicals by several millions. In the mean time several critical supply chain disruptions have been avoided by the proactive end to end management of the flow of these chemicals; from source to plant, by SGT's sourcing professionals.

Thus the SGT sourcing professionals help their clients to benefit from the

following trade opportunities;

- 1) Improving developing countries' capacity to promote and offer internationally recognized labels on their key export products.
- 2) Increasing industries' and particularly SMEs' capability of improving the environmental efficiency of their production patterns and of their products throughout their life-cycle,
- 3) Enhancing competitiveness of products and penetrating international markets
- 4) Complying with international guidelines, standards and regulations to benefit from the demands for environmentally friendly products in developed countries, and
- 5) Strengthening long-term contract potentials.

SGT Biz Bridge™

Over the years SGT's Global Sourcing team has build an extensive database of suppliers from emerging countries to the western world. All this information

is captured in SGT Biz Bridge™. Today, in order to enable companies to find suppliers in the emerging markets for services and product related to new energy, as well as to address the green aspects of supply chain SGT Biz Bridge™ has been extended with information that supports SGT sourcing professionals in determining not only the total landed cost, but also the carbon impact of sourcing decisions. A major value driver moving forward.

Enabling energy management

Besides SGT's contribution to customers' green supply chains, SGT also promotes to address the usage of energy on major manufacturing and production facilities across the globe. This includes refineries, utilities, chemical and petrochemical plants, but also massive campus locations and/or R&D locations.

Case Study Energy Management

LightRidge Resources, An US based Energy Management company, addresses the energy consumption of large energy consumers. Based on heuristic models, an extensive energy management solution has been made available to the market. Through SGT IT services, these heuristic models have been made available in a robust system for energy management. LightRidge Resources in collaboration with SGT, is rolling out the principle of Energy Management to major energy consumers across the world. Besides the US, recent interest has been obtained from companies in South Africa, Malaysia and the UK. Thus driving the carbon footprint improvements of these companies, whilst also addressing significant monetary savings in energy spend of these companies.

Impact on the carbon footprint can be done in many ways. Using Global Professional Services speeds up the implementation and usage of innovative ideas provided by small and unique companies such as LightRidge Resources.

As LightRidge Resources also leverages the global reach of SGT, the energy

management potential is made known to companies outside their traditional geography. This shows that using Global Professional Services does not only impact speed in time to market, but also market reach.

Contact

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Knowledge Process Innovation and Management is the umbrella for SGT's professional services to help to deliver Global Excellence Inside our customers' operational model(s).