



CONSULTING

Who Is BDM Consulting?

What makes us the only truly viable Supply Chain solution for you?

BDM specializes in global supply chain management solutions for the utility, oil and gas, manufacturing, and technology industries to maximize operational strategies. This includes innovative asset management solutions for materials demand, inventory optimization, best in class sourcing strategies, and lean enterprise risk assessments. We also focuses on business process and organizational design for sustainability. BDM Consulting helps organizations identify and implement timely solutions with its proprietary MRO FrameWorX™ risk assessment tool.

Supply Chain Management

Success and longevity depend upon supply chain efficiency

- *Purchasing Assessment*
- *Low-cost Country Sourcing*
- *Cost Modeling*
- *Make Vs. Cost*
- *Supplier Development*
- *Supplier Assessment*
- *Tooling Assessment*
- *Supplier Performance Improvement*

What Makes Us So Unique?

Proprietary software, methodologies and strong partner strategies.

MRO FrameWorX™ Asset Management Strategies

We deliver an integrated solution for all phases of the maintenance, repair, and operations (MRO) supply chain and asset life cycle. We accomplish this by focusing on the demands your operational assets have on materials and services to produce your products. We then move downstream to inventory optimization and the materials supply chain to mitigate business interruption risks on those assets.

Inventory Optimization Solutions - We evaluate your inventory capital investment, system use, replenishment, cycle count, contracts, lead-time availability, and other inventory strategies. We then effectively reduce inventory investment and/or transition to client-owned inventory to supplier-owned inventory through programs such as vendor managed inventory, depots, and consignment.

Sourcing Strategies - Our services include supplier contract reviews, building sourcing strategies, and negotiating on behalf of our clients. We conduct supplier risk assessments and a supplier selection methodology that is adapted to your company requirements.

Business Process Design - We identify client organizational efficiency, quantify the risks, and provide gap-closing actions, assisting you with documenting, improving and driving streamlined changes to your workflow processes.

Project Management - We help develop strong change leadership and use @task online project management software to provide complete transparency to project costs and implementation on all our engagements.

Organizational Design & Development - We evaluate your resource requirements on project implementations and execute effective change management processes to sustain projects and support your human capital investment.

Case Study: NV Energy

Supplies power to Nevada and northeastern California.

*BDM Consulting implemented a Vendor Managed Inventory program by consolidating vendors, negotiating cost savings and reducing the number of individual transactions flowing through NV Energy's accounts payable. Using @task Project Management Software to manage the implementation, BDM Consulting quantifiably reduced inventory costs on maintenance items by **10x**.*



Testimonials

“Quantifiable data is critical for organizations to measure results, corporations want to measure the value of a consultant like BDM. Being able to easily demonstrate Return on Investment (ROI) can be invaluable when talking to clients or even upper management.”

—Scott Johnson, CEO, @task Project Management Software

“BDM Consulting was extremely knowledgeable and creative. They provided incredible insights into various supply chain management focus areas. They were great to work with and far exceeded my expectations.”

—Supply Chain Professor/Consultant

“BDM understands that companies today want to know what their return on investment is going to be when hiring project consultants, and BDM's ROI projections exceeded expectations.”

—Supply Chain Manager, Western Utility Company



Damon De La Pena MBA

Cofounder and Managing Director

Damon pro actively combines his international experience, his passion for technical innovation, and his interest in leadership to develop innovative solutions for clients. His 15 years of corporate experience has developed his expertise in Supply Chain Management, Finance, Risk Management, Strategic Planning, and Organizational Development. He worked globally on two international assignments with Intel Corporation. Damon has an MBA from Arizona State University.



Rich Brady *MBA*
Cofounder and Managing Director

Rich has worked 15 years in sales, operations, and management capacities for Merck & Company and Intel Corporation. His breadth of supply chain experience combined with his passion for organizational excellence and leadership development brings innovative solutions to BDM clients. Rich has a BS from Montana State University and an MBA from Brigham Young University.

MRO FrameWorX[™]

Asset Management Practices That Just Work



The MRO FrameWorX™

What is MRO FrameWorX™ and how does it reduce costs?

The BDM Consulting team of industry experts can solve your Maintenance, Repair, and Operations (MRO) challenges. Our proprietary MRO FrameWorX™, as detailed in the book “Strategic MRO” by author Rich MacInnes, delivers the most cost effective, efficient, and sustainable MRO Asset Management processes for your business.

Answer These Questions

- 1. How much money am I allocating to MRO inventory purchases for items I won't use?*
- 2. How much of my MRO inventory sits and collects dust as we scramble to find the parts we “really” need?*
- 3. How much longer can I wait for a solution?*

The MRO Life Cycle.

MRO FrameWorX™ standard is based on the MRO Life Cycle.

MRO FrameWorX™ delivers an integrated solution for all phases of the MRO supply chain and asset life cycle, from sourcing, planning to divestiture. It analyzes the strategies, practices, and analytic process for the work streams associated with each asset life cycle phase. MRO FrameWorX™ then delivers a comprehensive assessment and recommendations in each of these areas:

1.0 Evaluate Assets - Evaluates your company's asset requirements to support existing and planned production operations, including the associated MRO materials with emphasis on identification, performance, and capacity requirements.

2.0 Organize & Standardize - Reviews the organization of major production operations, equipment, and facilities, and the associated MRO materials. This includes a review of master data management methods and technologies to ensure data integrity.

3.0 Design & Build - Analyzes the front end engineering and design activities that serve as the basis for scale-up and preproduction validation activities. This includes early equipment management practices to ensure systematic review of existing and

projected component reliability, along with vendor or sourcing standards. This helps ensure that asset reliability, availability, and performance requirements can be achieved.

4.0 Acquire & Install - Examines the acquisition and installation of assets, establishment and review of maintenance strategies, initial provisioning of MRO spares, disposition of construction parts, and the proposed use of existing MRO inventories.

5.0 Maintain & Repair - Reviews MRO stock/non stock designations, sourcing, compliance, inventory management, and storeroom management. Includes process methods, work flows, rules and technologies to manage, prioritize, and queue resources and transactions.

6.0 Overhaul & Upgrade - Evaluates the asset life, performance, operating capacity, and costs over time to determine if systems, subsystems, or major components need to be overhauled or upgraded. This activity is typically linked to the evaluation and planning phase of the asset life cycle, asset /component standards, and asset configuration activities.

7.0 Divest and Dispose - Identifies the removal of assets and associated inventoried components from existing operations to new operations, the marketplace, and salvage or disposal services. This activity is typically linked to the evaluation and planning phase of the asset life cycle and asset configuration activities.

The BDM Consulting Approach

BDM Consulting solves your MRO challenges . . . period. We provide real solutions—no gimmicks or shifting of organizational responsibility. Instead, we offer proven methods that work, with industry partners that deliver MRO-specific solutions.

Why the BDM Consulting approach works.

- 1. We focus on demand for MRO materials*
- 2. We match internal and external supply to demand*
- 3. We streamline operations, eliminating all forms of waste and non-value adding activities*
- 4. We define measures that count and direct ongoing improvement*
- 5. We design and implement processes that ensure sustainable results*

Contact Us

To learn more about our approach and our team of experts, contact us today!

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