

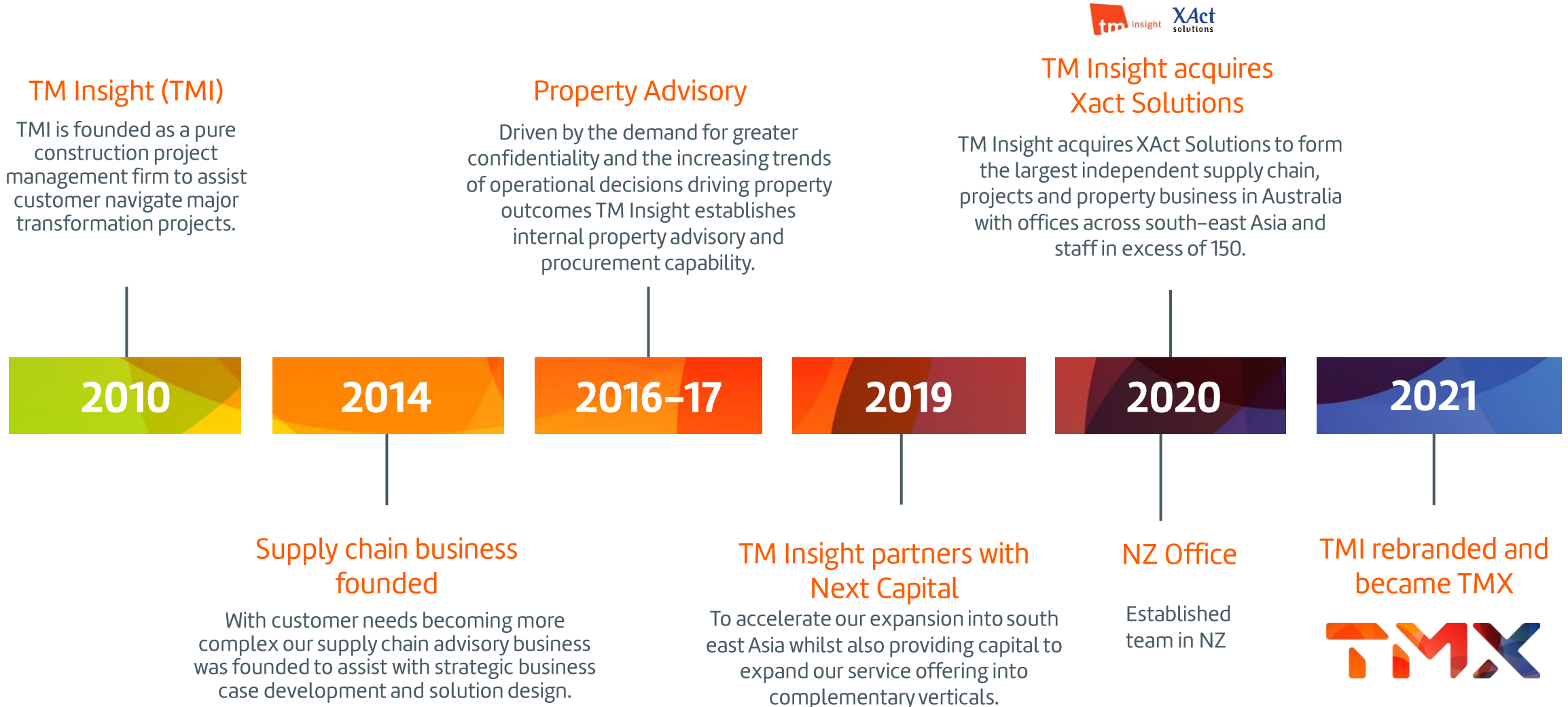


## Introduction to TMX

TMX is the preeminent specialist consultancy bringing together extensive industry experience in supply chain, freight and logistics, property and project delivery

# Introduction – Understanding the TMX journey

We identified Supply Chain as the key driver for our business and built a market leading practice from 2014.



# Introduction – About TMX

TMX is the preeminent specialist consultancy bringing together extensive industry experience in supply chain, freight and logistics, property and project delivery.

**TMX is Asia-Pacific's #1 business transformation consultancy.** While others plan for the future, we invent it – creating the digital, supply chain & industrial property solutions of tomorrow.

## Our service solutions:

- Digital services
- Supply chain
- Warehouse & process
- Demand & supply
- Industrial property procurement
- Program management
- Project management

## Industries we cover:

- Retail
- Manufacturing
- Apparel
- Transport & logistics
- Government
- Food & beverage
- FMCG
- Pharmaceutical & beauty
- Ecommerce
- Agriculture
- Industrials
- Automotive
- Media
- Private equity

**Over 150**

specialists employed with TMX

**APAC's**

#1 advisory firm for ecommerce, supply chain and industrial property transformations

**\$5+ billion**

of improvements created

**\$10 billion**

of projects delivered

**80%**

of our work is referrals or repeat business



**Asia reach**

We have a team of leading experts in the Asia market

**Multi-award winning**

Consultancy & industry recognised



# We lead our clients through business transformation

We create the solutions of tomorrow  
to power the leaders of today



## Transform for tomorrow

End-to-end design & implementation of a next-generation digital & supply chain solution to grow your business.



## Go, grow and know digital

Build, scale & optimise your ecommerce or omnichannel business to thrive in the digital age.



## Solve a supply chain problem

Diagnose & solve problems anywhere in your supply chain, including supply chain strategy, warehouse & processes, freight & logistics, demand & supply planning, or program management.



## Procure or manage property
































































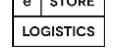





















































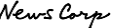



Guidance to review or expand your property portfolio as you grow.



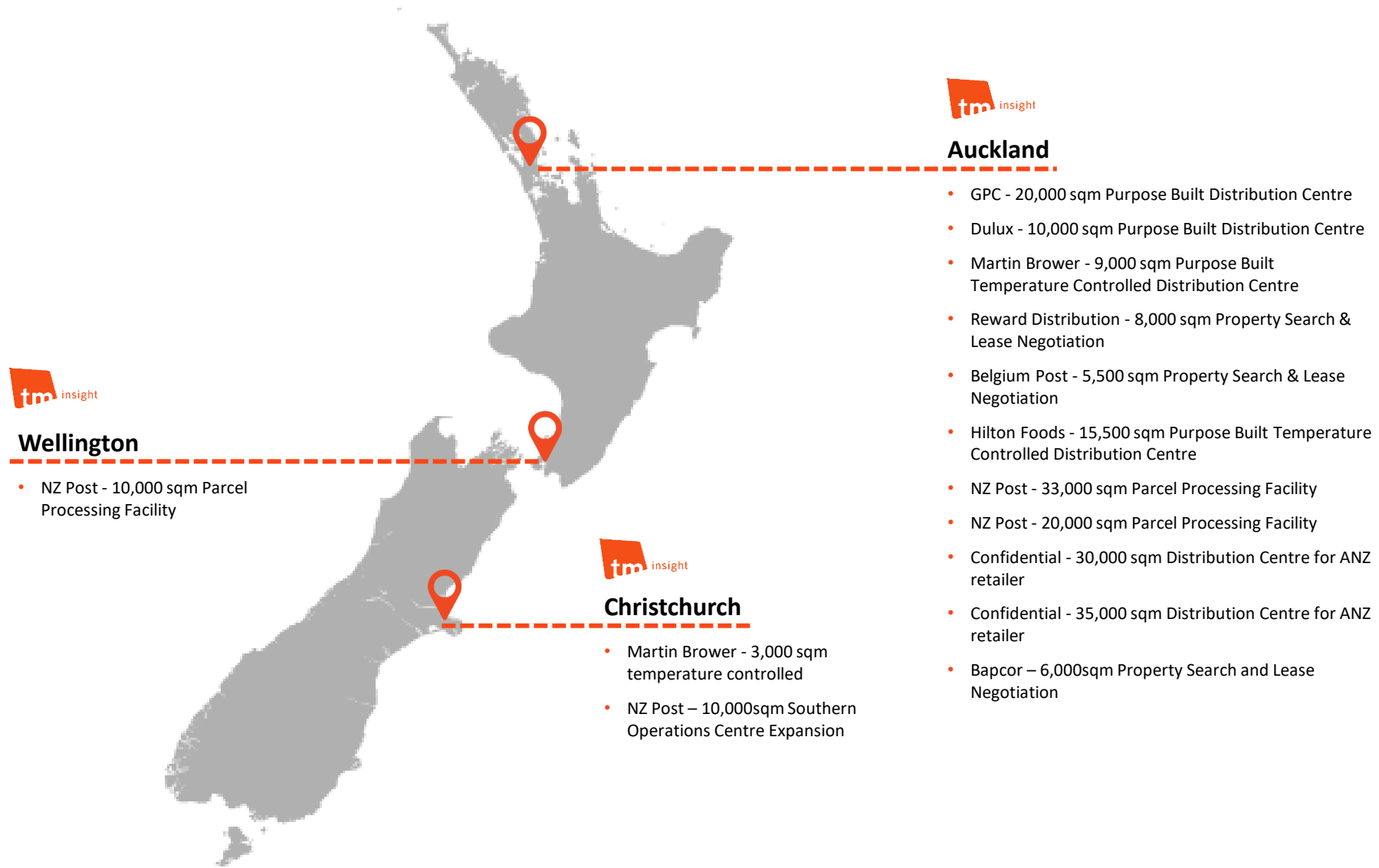
## Construct a complex build

Project management & delivery of complex industrial property builds.

# Our clients span multiple industries

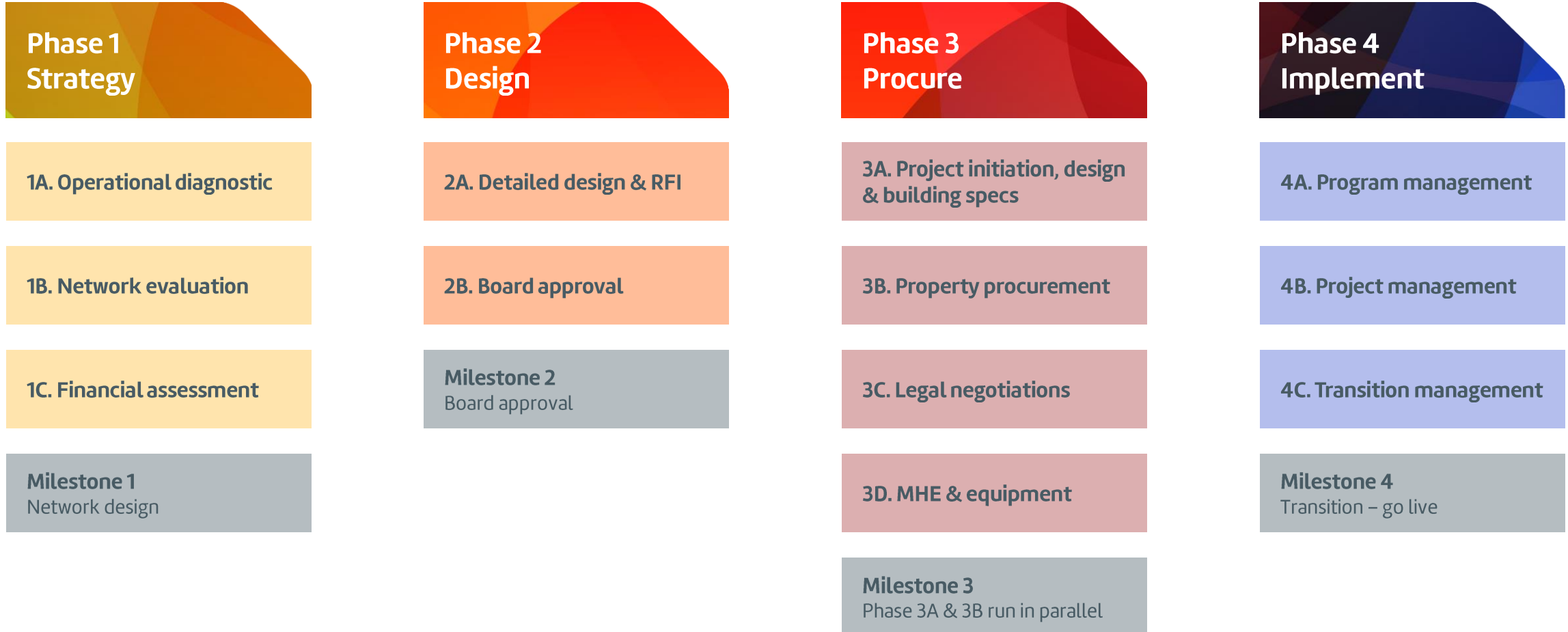
Retail	Manufacturing	Apparel	Transport & logistics	Government	Food & beverage	FMCG	Pharmaceutical & beauty
                   	                   	            	          	        	         	         	      
Ecommerce	Agriculture	Industrials	Automotive	Media			
   	 	      	   	   			

# A snapshot of our property transactions in NZ



## Our project phases & milestones

We follow a phased milestone strategy to provide a full end-to-end service, with the initial phase identifying financial benefits.



# We provide a full spectrum of services

	Strategy	Design	Procure	Implement	Manage
<b>Digital Service Solutions</b>	<b>What's included:</b> <ul style="list-style-type: none"> <li>Ecommerce health check</li> <li>Problem &amp; capability analysis</li> <li>Market assessments &amp; insights</li> <li>Growth &amp; profitability strategy</li> <li>Business case &amp; financial planning</li> </ul>	<b>What's included:</b> <ul style="list-style-type: none"> <li>Organisational transformation</li> <li>Digital experience review &amp; refresh</li> <li>Operating model design &amp; costing</li> <li>Tech stack analysis &amp; software solutions</li> </ul>	<b>What's included:</b> <ul style="list-style-type: none"> <li>Content funnel &amp; creative services setup</li> <li>New business development</li> <li>Extension into new channels &amp; markets</li> <li>Partnerships, mergers &amp; acquisitions</li> </ul>	<b>What's included:</b> <ul style="list-style-type: none"> <li>Data driven marketing &amp; campaign management</li> <li>Commercial management &amp; digital merchandising</li> <li>Onsite management</li> </ul>	<b>What's included:</b> <ul style="list-style-type: none"> <li>Cross-border &amp; global distribution</li> <li>Operational management &amp; steering</li> <li>CRM &amp; loyalty program integration</li> <li>Marketplace &amp; platform management</li> </ul>
<b>Supply Chain Strategy Solutions</b>	<ul style="list-style-type: none"> <li>Supply chain strategy</li> <li>M&amp;A due diligence</li> <li>JV &amp; partnership strategies</li> <li>Ecommerce fulfilment strategies</li> </ul>	<ul style="list-style-type: none"> <li>Strategic network design</li> <li>Strategic operating model design</li> <li>Manufacturing network design</li> <li>Route to Market optimisation</li> </ul>			
<b>Warehouse &amp; Process Solutions</b>	<ul style="list-style-type: none"> <li>Warehouse requirements definition</li> <li>Online fulfilment requirements definition</li> </ul>	<ul style="list-style-type: none"> <li>Warehouse design</li> <li>Online fulfilment design</li> <li>Automation &amp; technology</li> <li>Warehouse management systems</li> <li>Production design</li> </ul>	<ul style="list-style-type: none"> <li>Materials handling solutions procurement</li> <li>Ftout &amp; MHE procurement</li> <li>WMS procurement</li> </ul>	<ul style="list-style-type: none"> <li>Warehouse optimisation</li> <li>Online fulfilment optimisation</li> <li>Slotting optimisation</li> <li>Store/branch optimisation</li> </ul>	<ul style="list-style-type: none"> <li>Interim operational management</li> </ul>
<b>Freight &amp; Logistics Solutions</b>	<ul style="list-style-type: none"> <li>Logistics/Last mile strategies</li> <li>Logistics systems strategies</li> <li>Supply chain sustainability</li> <li>Government/Infrastructure logistics</li> </ul>	<ul style="list-style-type: none"> <li>Diagnostic/Benchmark reviews</li> <li>Logistics operating model</li> <li>Control towers</li> <li>Route optimisation</li> </ul>	<ul style="list-style-type: none"> <li>Freight/3PL services procurement</li> <li>International logistics procurement</li> <li>Systems (e.g. TMS) procurement</li> </ul>	<ul style="list-style-type: none"> <li>Implementation support</li> <li>3PL Performance audit &amp; management</li> </ul>	<ul style="list-style-type: none"> <li>3PL Invoice compliance management</li> <li>3PL Managed services</li> </ul>
<b>Demand &amp; Supply Planning Solutions</b>	<ul style="list-style-type: none"> <li>Sales &amp; operations planning</li> <li>Category management</li> </ul>	<ul style="list-style-type: none"> <li>Demand planning</li> <li>Replenishment planning</li> <li>Supply chain planning</li> <li>Systems inventory optimisation</li> </ul>	<ul style="list-style-type: none"> <li>Supply &amp; demand software procurement</li> </ul>		
<b>Industrial Property Solutions</b>	<ul style="list-style-type: none"> <li>Reverse location analysis</li> <li>Property business case inputs</li> <li>Ownvs lease assessment</li> <li>Market intelligence</li> </ul>	<ul style="list-style-type: none"> <li>Site identification</li> <li>Existing building due diligence</li> <li>Technical design brief/architectural drawings</li> </ul>	<ul style="list-style-type: none"> <li>Property procurement of both existing &amp; purpose-built solutions</li> <li>Lease renewals</li> <li>Transaction management &amp; investment sales, including forward funding development disposal</li> <li>Land acquisitions</li> <li>Financial analysis &amp; modelling</li> </ul>	<ul style="list-style-type: none"> <li>Heads of agreement coordination</li> <li>Agreement for lease &amp; lease negotiation</li> <li>Due diligence management</li> <li>Infrastructure delivery</li> </ul>	<ul style="list-style-type: none"> <li>Ongoing integrated project management</li> <li>Real estate portfolio management</li> </ul>
<b>Program Management</b>	<ul style="list-style-type: none"> <li>Project manager secondment</li> </ul>	<ul style="list-style-type: none"> <li>Project manager secondment</li> <li>Upstream &amp; downstream impacts assessment (operating model review)</li> <li>Transformation program architecture</li> <li>Strategy execution readiness</li> </ul>	<ul style="list-style-type: none"> <li>Project manager secondment – i.e. manage detailed design &amp; procurement activities (both for within our core capability set &amp; outside/generically)</li> </ul>	<ul style="list-style-type: none"> <li>Transformation leadership</li> <li>Program office establishment</li> <li>Program lifecycle management</li> <li>Changemanagement</li> <li>Testing/Commissioning &amp; transition</li> </ul>	<ul style="list-style-type: none"> <li>Transition to BAU</li> <li>Post implementation review</li> <li>Program closure</li> </ul>
<b>Project Management</b>	<ul style="list-style-type: none"> <li>Concept site layouts</li> <li>Feasibility assessments</li> <li>Project budget cost establishment</li> <li>Project planning &amp; program</li> </ul>	<ul style="list-style-type: none"> <li>Concept building designs</li> <li>Detailed design brief</li> <li>Scope development</li> <li>Manage specialist consultant teams</li> </ul>	<ul style="list-style-type: none"> <li>Tender establishment &amp; management</li> <li>Commercial &amp; contract negotiation</li> <li>Contract finalisation for execution</li> </ul>	<ul style="list-style-type: none"> <li>Contract administration</li> <li>Early access planning</li> <li>Budget management</li> <li>Program management</li> </ul>	<ul style="list-style-type: none"> <li>Project finalisation</li> <li>Defects liability period – 12 months post completion</li> </ul>





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