



Integrated Strategies Inc.'s team members prepare for an underground review at a West Virginia mining location. Its team averages more than 20 years of experience.

SUPERIOR SUPPLY CHAINS

INTEGRATED STRATEGIES HAS OPERATED GLOBALLY FOR THE LAST 16 YEARS AND HAS WORKED WITH MORE THAN 200 COMPANIES IN MANY INDUSTRIES.

Today, companies are full of good ideas to improve their sourcing, warehousing, inventory, and product logistics, yet most struggle with execution. Enter Integrated Strategies Inc. of Okemos, Michigan. The company specializes in supply chain, strategic sourcing, and logistics management.

The company says it combines the quality leadership principles of financial, market, and customer satisfaction with human resource deployment, and organizational effectiveness to provide concept-to-reality solutions and lowest-total-cost global supply chains for clients.

“Our team averages more than 20 years of practical, hands-on experience,” President and CEO Steve Trecha says. “We work shoulder-to-shoulder with maintenance and materials people, as well as interact daily with senior executives.”

According to Trecha, when hiring consultants, “clients should not be paying to educate a group of young MBAs.” The focus, he says, must be to take out costs and improve customer service across the supply chain.

“You can only get that with a true cross-functional, lowest-total-cost understanding of how to most effectively operate supply chains,” Trecha says. “Our clients routinely achieve and sustain double-digit price/cost reductions and customer service improvements across their supply chain.”

COMPANY PROFILE

Integrated Strategies Inc.

www.sourcing.com

HQ: Okemos, Mich.

Employees: 26

Services: Supply chain, strategic sourcing and logistics management

Steve Trecha, president/CEO:
“Our clients routinely achieve and sustain double-digit price/cost reductions.”

Founded in 1990, Integrated Strategies' mission is to drive competitive advantage for its client organizations. "It is not uncommon," notes Trecha, "to have our past client firms benchmarked by other consulting firms, with the client being rated in the top 10 percentile of industrial supply chain performance."

Proud Alumni

Many of the Integrated Strategies senior staff are Michigan State University (MSU) alumni. In fact, the MSU Eli Broad Graduate School of Business Administration asked Integrated Strategies to teach its Capstone course in supply chain management.

"Michigan State University wished to leverage their stellar reputation in supply chain management with our practical, hands-on implementation tools," Trecha says. "Industry feedback has been incredibly positive. Hiring companies find MSU supply chain graduates are prepared to hit the real world running."

In addition, Integrated Strategies works closely with MSU's Applied Engineering Sciences Program within the College of Engineering. "The school turns out top-flight students who have the analytical and reasoning skills critical in business today," Trecha adds.

As a reflection of its success, Integrated Strategies recently earned Quality Leadership Navigator Recognition from the State of Michigan Quality Council. This award, Trecha says, is the "mirror image of the International Malcolm Baldrige Leadership Award."

The award signifies the company's dedication to developing and executing business strategies supported by relevant performance metrics that link business functions and roles across the organization. "This level of discipline is instilled in our consulting approach," Trecha says. "We learned early on the big consulting companies may have international name recognition and marketing programs, yet they struggle with project management and executing to business disciplines and processes."

"Our clients thrive on our systematic and aggressive approach to managing and delivering bottom-line results on-time and within budget," Trecha adds.

Studies have shown that over 70% of personnel in industry believe they can contribute more value to their organization. In addition to reducing price/cost across the supply chain, Integrated Strategies is routinely asked to help clients instill the quality leadership principles. "The secret of fully institutionalizing lowest total cost supply chain performance is to tap the valued resources already existing in organizations," says Trecha. "At the end of the day," Trecha adds, "the client's supply chain business results have drastically improved and the employees end up happier and more enriched by their jobs and career direction. It is one of our most noteworthy achievements when we work in industry."

Where's the Office?

Integrated Strategies operates in the plants and mines. The Integrated Strategies team uses the "roll up your sleeves" adage to help clients align and systematically execute to the improved business practices and processes. Trecha explains, "This includes understanding and integrating the core business strategies and internal customer needs to ensure the supply chain fully enables and supports these strategies." As such, Integrated Strategies has a proprietary, cross-functional infrastructure technique it has successfully deployed in numerous projects. The technique aligns business direction, goals and objectives, and common ways of doing business across all levels of the organization. It's customer focused and ensures efficient and



In the office and on location, Integrated Strategies uses a systematic and aggressive "roll-up-the sleeves" approach to help clients align and execute to improved business practices and processes. This includes integrating supply chain vision and improvements with overall business direction and goals to ensure a customer focus and bottom-line return.

effective communications. “Communication is one of the major improvement objectives for any company, regardless of size,” notes Trecha.



Supply Chain Results

Why the supply chain focus?

“It’s simple,” says Trecha.

“Roughly 55-85% of the sales dollars are made up of supply chain costs. Whether

its product design, sourcing,

inbound transportation, warehousing, materials

or service performance, asset utilization, product distribution,

customer service, or scrap and salvage, these costs are significant and must be closely designed, managed and

monitored to ensure optimal lowest total cost performance.

Every dollar saved in the supply chain goes directly to the

bottom line,” Trecha added. “Profits soar when supply chain

costs are reduced by double digits.”

When it comes to seeking out new business, Integrated

Strategies has a unique philosophy versus major consulting

firms—the company will only engage a client for three months

at a time.

Trecha explained the benefit this way, “Clients must stay

in control of the consulting relationship. A three month period

is a significant enough performance horizon to demonstrate

the value that can be created in one’s supply chain. At the end

of the three months, clients are in a position to make further

business decisions. For example, should they continue the

supply chain advancement? Should they continue the

advancement internally or use an external resource? And should

they continue using Integrated Strategies or someone else? It’s

a way of ensuring performance and value created every day.”

Trecha noted major consulting firms frequently target

multi-million, multi-year engagements. “Clients must recognize

these are high risk ventures with significant uncertainty, and as

a result, cost built in.”

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Teaching to Fish

According to Trecha, the Integrated Strategies’ work is both

improvement oriented as well as education and training based.

“Firms must expect their resources to perform at a higher level

once the improvement programs are introduced,” said Trecha.

“It’s our responsibility to work with client personnel across all

levels of the firm to educate and train, while doing. It’s the old

adage: if you give a man a fish, you feed him for the day, if you

teach a man to fish, you feed him forever. Integrated Strategies

teaches clients to fish.”

What’s Next for the Integrated Strategies Team?

“We live continuous

improvement every day,”

said Trecha. “We’re

always looking for ways

to introduce business

practices and improve-

ments wrapped around

cross-functional teaming,

organization alignment,

performance metrics, and

technology advancements.

With the advent of visual-

ization and voice tools, there is

tremendous opportunity to increase and

advance supply chain visibility and performance.

We are working to make these technologies more practical and

easier to use for maintenance crews and operators,” Trecha

added. “It is not uncommon to find 30-50% productivity

gains in maintenance and operations crews by advancing supply

chain performance.”

“Best of all,” Trecha exclaimed, “companies are learning

supply chain improvement investments do not require extensive

capital nor multiple years to get a return on their dollar. With

Integrated Strategies, clients break even on their investment in

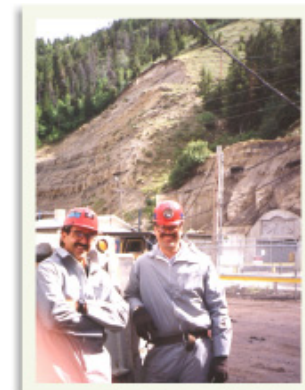
less than one year and are achieving paybacks of 5-20X over a

24-36 month period of time. It’s all about taking cost out and

helping firms sustain the improvements through time.” ■

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For more information on Integrated Strategies, contact Steve Trecha, President & CEO, strecha@sourcing.com, (517) 381-4800 x219, email at strecha@sourcing.com, or visit the company online at <http://www.sourcing.com>.



**Success is
the only
option!**



Supply Chain

Strategic
Sourcing

Logistics

Materials
Management

Order
Fulfillment

Six-Sigma

Initiative
Management

Qualifications

- Consultants average more than 20 years experience
- Web-Based strategic sourcing tools
- “Concept to Reality” approach
- Hands-on implementation
- Worked with more than 200 firms across multiple industries
- Developed more than 250 supply chain and logistics strategies
- Integrate core supply chain with core business strategy

**Integrated
STRATEGIES**

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