



# A solid foundation for your logistics

  
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RETAILMANAGEMENT & EFFICIENCY

Let's make  
efficiency  
work!

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**Since 1983, Jurjen de Vries is the efficiency expert.** We support organizations in professionalizing their operations and achieving top results.

We identify opportunities to boost efficiency by combining research, data, and years of experience.

We'll draw up a roadmap to guide you through the project. We know what works and promise that you will reap the benefits. Because it's all about the result!

*“If you think you know how things are going in the workplace, it's time to talk to someone about it.”*

*Jurjen de Vries*



# Why we do this

A solid foundation for your logistics



## **The highest reliability score**

Timely and complete delivery at the right cost ensures satisfied customers. It's the foundation for delivering the best quality.



## **Well structured team**

By understanding the ideal team composition, you know what you need in-house to deploy the right people at the right times.



## **Well-organized planning, processes and structure**

The basics are in place: this is reflected in the quality and results. It brings peace of mind and provides a solid foundation for further optimization.



## **Strong and agile**

Because you have the necessary insights to make the right choices, you can quickly adapt and respond to changes in the market.

# How we work

## In short

Based on our proven method, we create a customized plan. The specifics of the plan vary depending on the situation, but in broad terms, we follow a tried-and-true route for each project.

### First: Introduction

With a basic assessment, we map out your current situation, focusing on quality and workload. Based on this assessment, we create a feasible improvement plan.



*Experience shows that quick results are achieved with this approach*

### Phase 1

#### Improve your planning

To optimize scheduling, planning and budgeting must be in order. The goal of this phase? Gaining insight into workload, capacity, and labor costs, and applying this weekly in the operational cycle.

### Phase X

#### Strengthen, innovate & optimize

The foundation is in place, and you can now continue optimizing. Or perhaps you want to take it to the next level. Efficiency creates space and enables you to pursue ambitions and drive innovation.

### Phase 2

#### Improve your organization

We focus on five key areas: processes, team, skills, organization and systems & data. Using concrete and practical insights, the team works step by step towards the desired outcome.

### Phase 3

#### Enduring control and stability

We monitor the progress a few weeks before we finalize the project. After this phase, the foundation will be permanently improved, providing you with a solid base to build upon.



# First:

## Introduction & improvement plan

### Let's meet!

What challenges are you facing, and what do you want to achieve? We will first meet in an introductory meeting to clearly define your questions. This meeting is, of course, free of charge.


### Inventory & improvement plan

We will then visit **your location for two half-days** to assess the current situation and discuss your ambitions. Based on this, we will create a realistic, customized plan with achievable goals.

In the improvement plan, we stay true to your identity, capabilities, and ambitions. Practical matters such as budget and capacity are also essential.

Once the improvement plan is finalized, we will work in phases: first, we will focus on improving the planning, then on improving the organization. This way, we build a solid foundation for your logistics.

*These are the components of the improvement plan*



Observing production processes

- Work processes
- Conditions
- Operational management

Interview with responsible (local) management

Data, information needs, and (current) systems

*The improvement plan is valuable in itself, and you will always gain insight from it. You can choose to purchase just this plan.*



**Workload**  
PLANNER



**Workforce**  
PLANNER

# Phase 1: Improve your planning

A good planning is one of the key components for achieving sustained better results. That's why we first ensure the conditions for effective planning are in place.

Planning is part of the operational WFM cycle. We focus on aspects such as forecasting, workload, budgeted hours, and the schedule. The strategic WFM cycle will be addressed later in the process.



## Workload insight

We develop location-specific hour standards, providing insight into the workload per department, per day, and per process. The workload often varies weekly and serves as the foundation for effective planning.

## Team composition insight

Based on the workload and a suitable organizational model, you gain insight into the ideal team composition. You might already have the perfect team in place, but you can still manage it proactively.

## Optimizing the planning process

We fine-tune the planning process, a key pillar of an effective organization.

## Key performance indicators

Together, we select a set of relevant key performance indicators to track, providing a clear picture of the current state. After all, as we work on improvements, we want to see them reflected in the numbers.



## Phase 2: Improve the organization

The foundation is in place, and the planning process is organized. Now, we focus on improving the organization through these five categories.

Using a concrete and practical approach, we work together with the team to achieve the desired results.

*We ensure the team is well-informed, which brings peace of mind. Together, we'll make it a success.*



### Processes

- ☒ Standardized procedures
- ☐ Ensuring quality / completeness
- ☐ Productivity
- ☐ Operational processes optimized:
  - Order picking
  - Replenishment
  - Goods reception
  - Expedition

### Organization

- ☐ Suitable organization structure
- ☐ Clear division of tasks
- ☐ Know what needs to be done
- ☐ Work schedules
- ☐ Effective meeting structure
- ☐ Leadership and management

### System and data

- ☐ Warehouse Management System
- ☐ Workforce management
- ☐ Data-driven approach
  - Order structures
  - Ordering & delivery schedules
- ☐ Forecast / planning / execution

### Skills

- ☐ Warehouse layout
- ☐ Automation / mechanization
- ☐ Standardization
- ☐ Order and cleanliness
- ☐ Safety

### Team

- ☐ Insight into team composition
- ☐ Flexibility
- ☐ Normative ideal team formation
- ☐ Clarity in roles and responsibilities
- ☐ Clear agreements
- ☐ Workplace behavior

## Phase 3: Enduring control and stability

### Monitoring

We monitor the progress a few weeks before we finalize the project. After this phase, you will have a solid foundation to build upon.

Efficiency is never the goal in itself: in an organization where the foundation is in place, space is created. You can use this space to pursue ambitions or seize new opportunities. You can work on this yourself, but we can also continue our collaboration in 'Phase X.'

### Finalization and securing the results

Time to reap the rewards of hard work! We have achieved the established goals from the improvement plan, providing you with a solid foundation for your logistics. We'll mark this milestone with a delicious cake.

Thanks to the practical guidance from the process, you now know how to maintain this strong foundation and secure the results.

### Phase X

Would you like to take your organization to the next level? Working on efficiency creates space to further optimize and innovate the organization.

What are the opportunities and ambitions for the organization? You decide the focus for Phase X.





# Phase X: Strengthen, innovate & optimize

## Increased efficiency creates space to pursue ambitions

Efficiency is never a goal in itself; it is a means to create more space within an organization. This space opens up opportunities to seize new chances and pursue ambitions. It allows further optimization and innovation within the organization. Where are the opportunities for your organization? All themes and challenges are possible. You define the scope of this phase, which is why we call it Phase X.

Sustainability

?

The best results

Stay up to date:  
technological  
developments

More cost efficiency  
less waste

Increase  
quality

More flexibility,  
adapt better to  
demand variability

Better response  
to infrastructural  
needs

The best  
customer service

?

Compliance  
well managed

?

A workplace you'd  
want to be a part of

# Phase X: Strengthen, innovate & optimize

## Digitize, automate, mechanize

- Standardization
- Data analysis
- Demand forecasting
- Robotics
- AI

- Team development
- Culture and HR
- Management

## Strategy: identity, core

- Routing
- Warehouse layout
- Order picking efficiency

## Process optimization

## Training

- Effective meeting structure
- Personal effectiveness
- Roles & skills

?

# What we stand for

## **We're constantly trying to get the full perspective.**

We get excited about combining data with results, as it provides enlightening insights. We are constantly in search of the full picture because we know that achieving success is the sum of many factors. Therefore, we map out all factors before we get started.

## **We do what works and remain realistic.**

With years of experience, we know how to make the project as manageable as possible. We listen carefully to you and the team to fully understand your ambitions. Throughout the project, we monitor progress closely: is everything going as expected? If necessary, we make adjustments to ensure the set goals are met.

## **We know what it takes to achieve results.**

You'll know exactly what to expect during our collaboration: we are clear about what this process will deliver, as well as what it will require from the team. We create a realistic plan and a feasible roadmap. You can rely on strong guidance: for example, we can schedule weekly check-ins to monitor progress.

*This is how we ensure a solid foundation and a lasting better result!*





# Good to know

We customize every project to fit your specific requirements. You can join at any time: we know that there is always room for efficiency improvements in any situation. It's always a good time to work with our experts to identify opportunities.

## **Commitment**

Once the improvement plan is finalized, you'll know exactly what to expect. The expected time required to achieve the objectives is clear and specific.

Working on efficiency is teamwork. Your commitment is crucial, otherwise, we won't start. We commit to the intended result, and we expect the same from you. This also means dedication and the necessary availability of the team.

## **Return on Investment**

Since each plan is custom made, pricing may vary. We are transparent about the costs of the project and ensure that you know exactly where you stand.

Experience shows that results are quickly achieved with our approach, and the return on investment is typically rapid.



# Let's make efficiency work.

Interested in discovering your opportunities for efficiency gains? Request a free introductory meeting with one of our experts.

Would you like to learn more about Jurjen de Vries first? Visit our [website](#) or feel free to get in touch.

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