



## Oil Field Services Company Supply Chain Assessment & Roadmap

### Highlights



- Developed a detailed assessment of current operations and identified critical gaps, covering all facets of the client's supply chain processes
- Conducted over 50 interviews and numerous site visits in order to develop detailed assessment
- Proposed 'future state' supply chain processes based on a customized application of industry best practices

**The Summary:** Following rapid growth in the five years since its founding, this \$600 million oil field services company was struggling to manage supply chain costs and deliver consistent service to its customers. Spinner was engaged to lead a detailed assessment of the company's supply chain processes including procurement, sales, inventory and operations planning, manufacturing, transportation, distribution, service delivery and information technology. The initiative resulted in a detailed roadmap for improving supply chain operations, reducing supply chain cost and supporting continued growth.

**The Challenge:** The client is a leader in the U.S. oil and gas industry in well completion services, specializing in the stimulation of unconventional oil and gas reservoirs through fracturing, acidizing, and engineering solutions. From manufacturing high-pressure pumps and equipment to engineering proprietary fluid solutions, the client maintains an exceptional level of quality by managing every step in the process – from production to implementation. Recently, the client has experienced explosive growth, growing 10-fold in the last five years, and future projections anticipate continued rapid expansion.

Growing pains associated with rapid expansion and a complex, vertically-integrated supply chain resulted in challenges in controlling operating expenses, tracking inventory and meeting customer demand. Desiring cost reductions and a stable

platform for continued growth, the client approached Spinnaker to lead a detailed assessment of their supply chain organization and processes from raw material procurement through consumption.


**The Approach:** Spinnaker deployed a team of seasoned supply chain professionals to work closely with the client's leadership team and offer recommendations based on proven best practices. Over the course of more than 50 interviews and numerous site visits, the Spinnaker team developed a detailed assessment of current operations and identified critical gaps limiting the client's ability to operate a best-in-class supply chain. The assessment covered all facets of the client's supply chain processes including sourcing, procurement, sales, inventory and operations planning, manufacturing, transportation, distribution, service delivery, information technology and finance.

**The Results:** Based on the identified gaps, the team proposed 'future state' supply chain processes based on a customized application of industry best practices and Spinnaker's significant experience helping similar companies improve their operations. Based on the roadmap, the client prioritized initiatives related to ERP Integration, Strategic Sourcing, Sales, Inventory and Operations Planning, and Transportation Management for future implementation.

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**About Spinnaker:** Spinnaker is a supply chain services company that helps clients grow, manage risk, reduce costs, and improve customer service by developing world-class supply chain capabilities. Our services help clients develop the right supply chain strategy for their business challenges and implement the process and technology solutions to improve Demand/Supply Planning, Procurement and Sourcing, Logistics and Warehousing, and Reverse Logistics business performance. Spinnaker offers a unique service delivery model that combines the strength of deeply experienced management and technology consultants with a seasoned team of business process outsourcing (BPO) and 3rd-party logistics (3PL) professionals. Founded in 2002, Spinnaker has offices in Boston, Columbus, Denver, Houston, Memphis, Pittsburgh, London, and Singapore.

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