

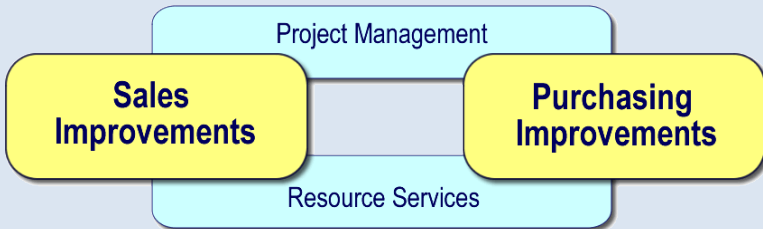
NEWDAWN

PARTNERS

“It is not the strongest of the species that survive, nor the most intelligent, but the ones most responsive to change”

Charles Darwin

How to Deliver Spectacular Results



New Perspectives.New Approaches.New Directions

from

The NewDawn Partnership

Please contact The NewDawn Partnership at:
info@newdawnpartners.com
www.newdawnpartners.com

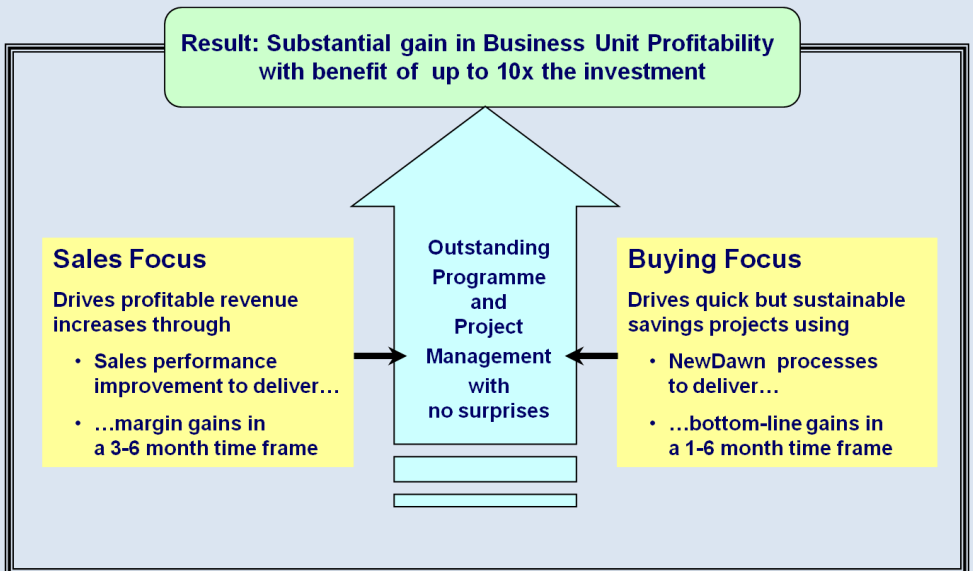
NewDawn . NewLight . New Solutions

Welcome to the NewDawn Partnership

- ❖ The NewDawn Partnership is a unique Business Advisory Service focused on delivering operational improvements to the Buyer and Seller interfaces of a business in order to maximise its profitability and value.
- ❖ The 2 key pillars to the NewDawn Partnership, Sales and Purchasing Improvements, are supported by project management and Resource Services.

Benefits and Value of the NewDawn Approach

- ❖ Value growth in the business through revenue and margin improvement
- ❖ Improved negotiation leading to better deals
- ❖ Operational improvements to the performance of the sales and purchasing teams
- ❖ Improved customer and supplier satisfaction – leading to more return business
- ❖ Cooperative and collaborative approach – complete alignment with business objectives and a 'can do' approach.
- ❖ Managerial insights into the operational performance of the business
- ❖ Value for money giving an exceptional return on investment.

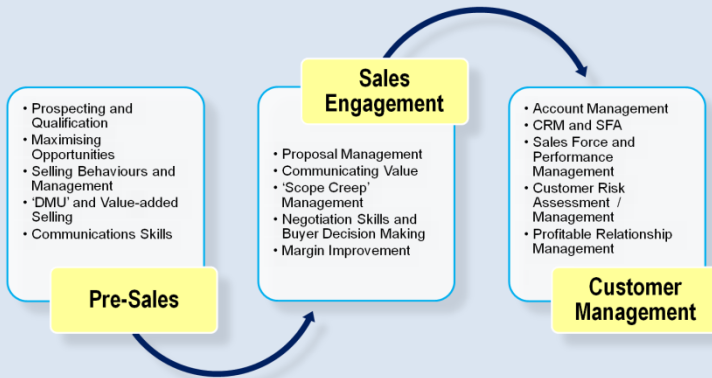


Sales and Purchasing Improvement Programmes

- ❖ Put simply, we specialise in improving the performance of sales and purchasing teams or individuals. This performance improvement will deliver increased revenue, profitability, supplier and customer satisfaction, as well as improving your team management. In all cases we combine simple and practical tools and techniques with experience of applying them over many years. Our experience shows that when such steps happen substantial and lasting financial and non financial gains result, with significant and often spectacular ROI.

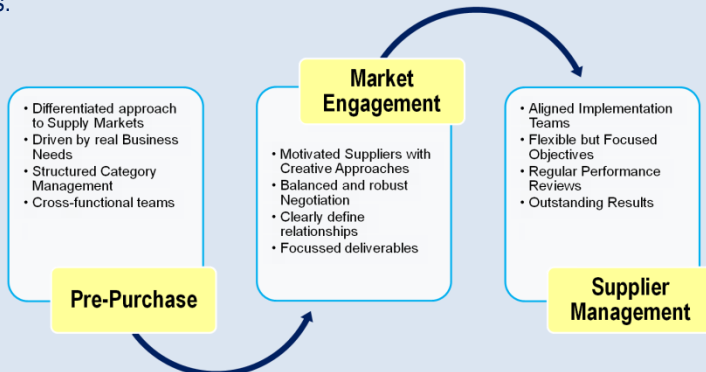
Sales Performance Improvement

- ❖ We will help you review and improve your practices against leading edge standards, at all stages of the Sales Cycle, increasing revenues and driving profits:



Purchasing Performance Improvement

- ❖ We will help you to review your supply chain management organisation and Supplier Relationships, including category management, to improve your organisation, reduce costs and drive margins:



Project Management Support

- ❖ The NewDawn Partners have world-class implementation and project management support which provides stakeholder involvement, management and communication, and has an absolute focus on delivery and execution.
- ❖ We are experts in process development which is a key component of any integrated, multi-dimensional change project.
- ❖ We also provide on-site support, and can provide hands-on training in project management tools.

Resource Services

- ❖ In addition to the hands-on support we provide to clients, we can provide additional resource services. These include :
 - Human resource advice and support including the design of competency maps, assessment methodologies, establishing human resource inventories, and competency development plans.
 - Interim management support for key sales, purchasing and project management roles.
- ❖ We provide interactive business performance coaching to assist executives achieve peak performance.

Risk Assessment and Management

- ❖ The NewDawn Partners are specialists in assessing and managing supply chain and customer risk. This is hugely significant to all commercial businesses where even the healthiest companies face the challenge of tough trading conditions which threaten supplies and revenues and can have a catastrophic impact on any business. Many such companies are increasingly falling into administration.
- ❖ We use two unique tools to assist in the management of risk:
 - Customer Risk Assessment and Management (CRAM™).
 - Supply Chain Risk Assessment and Management (SCRAM™).

The NewDawn Partners

- ❖ We are a highly experienced partner team with many years of operational experience in both private and public sectors:
 - Supported by a tried and tested associate team of over 25 trusted individuals
 - All are hands-on operators and performance improvement oriented professionals who help to accelerate the process either on an interim management or in a management consulting role.
- ❖ We are driven by the business needs “We do what we do so that our clients are successful and get exceptional value for money”. We are open and honest in our dealings with our clients. We will not create artificial opportunities where non exist