

PARTNER STORIES

SGS Maine Pointe Partner Story

SGS Maine Pointe partners with Sensei Labs to integrate Conductor, enhancing supply chain optimization with real-time data tracking, collaboration, and streamlined processes. This drives efficiency and value for businesses undergoing complex supply chain transformations.

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We're always excited to partner with industry leaders to drive transformational change. Our latest collaboration with SGS Maine Pointe, a global supply chain and operations consulting powerhouse, is set to do just that. Together, we're redefining how businesses can capture value in their supply chains through a cutting-edge, tech-driven approach. Curious how this partnership came about and why it's a game-changer for supply chains? Let's dive in.

Supply Chains Under Pressure

If there's one thing we know for sure, it's that today's global supply chains are more complex—and fragile—than ever before. From disruptions caused by global events to increasing customer demands for faster and more transparent service, businesses are under intense pressure to optimize every facet of their supply chains.

That's where SGS Maine Pointe comes in. With their expertise in supply chain management and operations, they've been helping companies overcome these challenges for years. But in today's fast-paced world, manual tools and outdated processes just weren't enough anymore. SGS Maine Pointe needed something more powerful to help their clients navigate the evolving supply chain landscape.

When SGS Maine Pointe teamed up with us at Sensei Labs, we knew that our enterprise orchestration platform, Conductor, would be the perfect tool to elevate their supply chain offerings. Conductor brings together everything businesses need to manage and optimize their supply chains:

- **Project and Portfolio Management:** No more juggling spreadsheets. Conductor provides a holistic view of all supply chain projects in one place.
- **Collaboration Tools:** Teams can now collaborate in real-time, cutting down on delays and miscommunications.
- **Data and KPI Tracking:** With built-in analytics, businesses can track supply chain performance in real-time, allowing for faster, more informed decisions.
- **Knowledge Management:** Capture critical knowledge and insights to continuously improve supply chain processes.

The integration of Conductor into SGS Maine Pointe's Total Value Optimization™ (TVO) strategy will allow their clients to gain enhanced visibility, streamline processes, and unlock new levels of value across the entire supply chain.

Orchestration Technology Meets Expertise

The magic of this partnership lies in how our tech aligns with SGS Maine Pointe's expertise. By combining Conductor's digital orchestration capabilities with SGS Maine Pointe's deep knowledge of supply chain optimization, we're creating something powerful—a smarter, faster, and more data-driven approach to supply chain transformation.

As Nathanael Powrie, Managing Director of Data Analytics at SGS Maine Pointe, put it: "With this innovative platform, we will be able to offer more innovative solutions that are essential for any business looking to thrive in today's fast-paced and ever-changing global market."

By using Conductor, SGS Maine Pointe clients can orchestrate supply chain success in a way that delivers better results faster, improves EBITDA, and helps companies stay agile in a competitive environment. Whether it's procurement, logistics, or operations, Conductor helps every piece of the puzzle fit together seamlessly.

Here are some of the benefits we're excited to see:

- **Enhanced Visibility:** With Conductor, businesses get a real-time view of every aspect of their supply chain. This means they can spot and address issues before they become big problems.

- **Streamlined Processes:** Conductor's collaboration and project management tools help break down silos between teams, making it easier to manage supply chains across departments and regions.
- **Data-Driven Insights:** Real-time analytics allow businesses to continuously optimize their operations, leading to cost reductions, improved efficiency, and better decision-making.
- **A Positive Impact on EBITDA:** Ultimately, the integration of Conductor will help businesses achieve better financial results, improving both top-line growth and bottom-line performance.

Looking Forward: A New Era for Supply Chains

This strategic alliance marks a big step forward for both SGS Maine Pointe and Conductor. We're thrilled to see how this partnership will redefine the future of supply chain management, helping businesses across industries capture new value, stay ahead of the competition, and thrive in a fast-moving global market.

As Jay Goldman, our Co-founder and CEO, said: "The fusion of our technological expertise with the renowned supply chain management acumen of SGS Maine Pointe creates a powerful combination. We're excited to see how this relationship will catalyze new levels of efficiency and value creation in supply chains across all sectors."

Stay tuned for more updates as we continue to help organizations unlock the full potential of their supply chains through innovation and orchestration.

Frequently asked questions

How does a supply chain consultancy use a strategy execution platform?

By replacing spreadsheets with one portfolio view of every supply chain project, plus real-time collaboration, KPI tracking, and knowledge capture. SGS Maine Pointe integrated Conductor into its Total Value Optimization (TVO) approach so clients can see procurement, logistics, and operations initiatives together and act on performance data as it changes rather than after a reporting cycle.

What is Total Value Optimization (TVO)?

Total Value Optimization is SGS Maine Pointe's methodology for capturing value across the whole supply chain, from procurement through logistics and operations. Pairing it with Conductor gives the methodology an execution layer, so the projects it identifies are tracked, governed, and measured for EBITDA impact in one place instead of across disconnected tools.

How does supply chain optimization translate into EBITDA improvement?

Through real-time visibility of every initiative and its performance data. SGS Maine Pointe's rationale is that businesses can spot and address supply chain issues before they become large problems when the whole portfolio is visible, and that continuous analytics drive the cost reductions and efficiency gains that show up in both top-line growth and bottom-line performance.

Why aren't manual tools enough for supply chain transformation anymore?

Because supply chains have become more complex and fragile at the same time. SGS Maine Pointe's view is that disruptions from global events and rising customer expectations for speed and transparency have outpaced what manual tools and outdated processes can handle, which is why it sought a platform rather than better spreadsheets.

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