

The image features a red-tinted world map on the left side, overlaid with a network of white lines and dots. The Oliver Wight logo is positioned in the upper left corner of this section. The right side of the image is white with a faint, light-colored world map background.

Oliver Wight[®]

OLIVER WIGHT

OLIVER WIGHT:

FRESH
THINKING AND
EXPERIENCED

BUSINESS IMPROVEMENT SPECIALISTS

Imagine the possibilities,
realize the potential.[®]

Today's business climate is always evolving and, as a consequence, business leaders are constantly responding to the ever-increasing demands placed on them from customers, suppliers, employees, government authorities, or even their community.

As unforeseen opportunities, challenges, and expectations arise, 'fire-fighting' is often the initial response. To combat this, some organizations decide to implement the latest technology initiative to improve performance, typically generating additional cost, disruption, and unplanned activity leading to inefficiency or limited results at best.

Oliver Wight are **different.**

Our goal is to help you improve your organization, making sure solid foundations are set in place so you can get routine processes done routinely whilst achieving sustainable results. Such a level of operational capability requires support from capable people using high integrity data and predictable levels of performance.

Equipped with this, you can concentrate on dedicating your efforts to activities that create value whilst meeting or exceeding all stakeholder expectations.

About **Oliver Wight**

An ambition that became reality

A pioneer of planning processes, our founder Ollie Wight was recognized around the world as an innovator, helping organizations increase productivity, improve inventory turnover, and customer responsiveness.

Emphasizing the importance of the people side of manufacturing for planning solutions set Ollie apart as a leading thinker in business education, always looking to the future and finding ways to advance.

Ollie's personal mission was to reposition people as a vital part of any business and educate them with the understanding that they need to use new tools.

Did you know?

We are the pioneers of a process called Sales & Operations Planning (S&OP). We later developed this to Integrated Business Planning (IBP) which revolutionizes the way organizations work to drive strategy, create full alignment, plan up to 36 months in advance, and function at their highest potential.

“Computers
are not
the key to
success,
people are.”

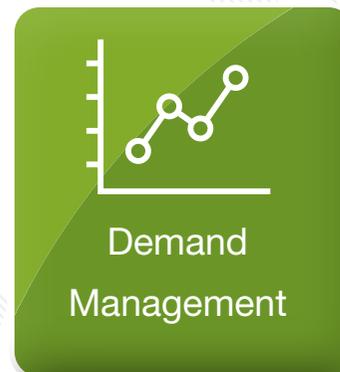
Oliver Wight

This has remained a
core philosophy of the
Oliver Wight companies
for over 50 years.

What we do

Click to explore our range of expertise.

Our solutions are designed and deployed to fit the very DNA of your business, enabling you to transform, perform, and sustain.



We don't deal in theory.

Every Oliver Wight Partner played a major role in improving business performance through successful transformation projects, holding senior positions in well-known companies across diverse industries, countries, and cultures.

A reputation for innovation and thought leadership.

We continually challenge the industry status quo and invest in our own learning, so you get the latest in fresh thinking around core business processes, and their integration with people and technology.

Our approach is different from other consultancies.

Change isn't something we do to you, or for you. Instead, we transfer our knowledge to you and your people through coaching, mentoring, and education so you learn how to make improvements yourself and continue to do so after we have gone.

Our role is to inspire, educate, facilitate, and mentor.

We provide insight and recognition for your achievements along the way. We give you honest feedback, encouragement, and recommendations to make sure you keep on track to reach your goals.

Get what you deserve.

When you talk to us about improving your business, we'll assume you want results, not just better processes - things like increased revenues, margin, and market share. If you have the ambition, you can truly transform the performance of your organization and create more fulfilling roles for your people.

Simple, not straightforward.

There is no silver bullet for business improvement. The essential ingredients are commitment, robust planning, hard work, and dedication. We promise you a practical, common sense approach without using consultant jargon, focusing on simplifying complexity throughout your business and getting you tangible results.

Parting is such sweet sorrow.

They say the only constant is change. Once our work with you is done, we'll leave in the full knowledge you have everything you need to meet the challenges of the future and to continue to drive improvement and sustain performance. Of course if you ever do need any help from us along the way, we are always delighted to lend a hand. Many of our client relationships have lasted for over 20 years.

Our approach

What does a typical Oliver Wight journey involve?

We adapt our programs to suit your specific needs by introducing a unique integrated approach to improvement and change management, known as the Oliver Wight Proven Path.

We don't offer 'out of the box' solutions. We work with our clients to understand the right solution for their business. A solution that will continue to deliver opportunities for them now and in the future.



Client benefits

Our clients experience a superior way of working. They are able to manage their people, data and processes effectively, allowing senior teams to align strategy, business plans, operational plans, and desired financial outcomes across various time horizons to suit their business.

Oliver Wight Delivers

Increased revenue

Improved operating margins



Visibility of the business over a **36 month planning horizon**

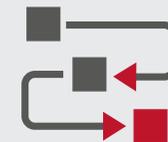
Highly motivated staff with improved morale



One set of numbers across the entire organization and a significant reduction in bias, with projections that you can trust

Ability to identify vulnerabilities and opportunities ahead of time and **make the right changes** to deliver maximum bottom line results

More rapid, **successful development and launch** of new, more competitive products and services



Reduced inventory

Improved cash flow

Increased return on assets

Our Alliances

We deliver a coaching experience that encompasses everything you need not just for now, but for the future. Our alliances with other leading experts help to create a holistic customer experience that accelerates time to benefit and drives next generation innovation.



ORACLE®



board



SAP®



QAD



DISTRICON
advisory solutions professionals



EY Building a better working world



coeus
consulting

Why be good when **you can be great?**

Speak with us to discover how we can help deliver your business ambition.



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Transforming businesses **across the globe**

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“**IBP is a WIN/WIN** – it delivers superior business results while developing the next generation of talent to drive growth and to better manage the business levers across our integrated business model.”

Karen May, Executive Vice President Human Resources at Mondeléz.

“So far, we estimate that process improvements and efficiencies have delivered **savings of approximately €2 million.**”

Doctor Egiziano Iencinella, Supply Chain Director at Acraf-Angelini.

“IBP is now the way we run the business. It’s helped us get better control and **be better prepared for the future**, whatever it may hold.”

Tomasz Lewandowski, Logistics Manager Market Organization at Wrigley Poland.

“Communicating transparently to the whole business meant that, over-time, all staff members became **motivated by quantitative performance targets**, which still drives their focus and attention to this day.”

Ian Anderson, Global Head, Supply Chain Excellence at Novartis.

“Oliver Wight taught us what excellence should look like. There were **so many aha moments** when the participants finally understood the connection between the work streams and why they were important.”

Jaime Ochoa, Director of Supply Chain for the LatAm region at SABMiller.

It's good to talk.

Say hello@oliverwight.com

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oliverwight-eame.com



UK'S LEADING
MANAGEMENT
CONSULTANTS 2022

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We use the term 'partner' to refer to both individual members and the authorised representative of corporate members of the LLP. A list of the members of the LLP (and their authorised representative) is available at our registered office.

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