

ROBERT VERNON ASSOCIATES

Introduction:

The business requirements of compliance and brand protection in **Quality, Social and Environmental** are now very well understood in the business community.

However, the implementation and application in organisations are very often within silos of function and outside the daily commercial operations of sourcing, buying, production and supply chain management. While these have brought some benefits, many businesses have not fully aligned and joined up their **QSE** within the company. Commercial, technical and supply chain activities should all be working to the same goals to achieve a more efficient and effective business; providing quality/ ethically assured products, that are available on time at a competitive price.

The Robert Vernon Associates' Service:

Based on a wealth of experience and history of success working with the Quality, Social and Environmental Business Advantage in Europe and Asia we can provide the following services:

- Specifically tailored and devised training programmes for all functions and levels in a client's organization.
- Social and Environmental Management support and implementation
- Quality Management support and implementation
- Supplier Production Development Programmes
- Management, Leadership and Business Consultancy
- Team Building and Team Dynamics support
- Design and Product Development support

Robert Vernon Associates Management Team:

Robert Vernon Associates are led by its Director Mark K. Astley who has over 30 years of production and international sourcing experience. 22 years in IKEA Trading and Tesco Sourcing as a senior manager working mainly in developing regions of Asia and Eastern Europe. He was



part of the team that developed the ground breaking IKEA Way of Purchasing Home Furnishings products – IWAY. It was during his years with IKEA that he and fellow co-workers developed the IKEA Competitive Advantage and The Virtuous Circle with the aim to move Quality, Social and Environmental from a cost perception to a way of working and mindset to increase business and improve profitability. For the last 10 years Mark was based in South Asia; living and working in India, Bangladesh and Pakistan, responsible for business development.

With an equally experienced Associate base from a number of industries, large corporations and academic institutions - Robert Vernon Associates are dedicated to improve the lives of all stakeholders from the factory operator, the local communities, client co-workers, company owners and of course the final user - the customer.

The Client Assignment Process Steps:

1. Develop and train Quality, Social and Environmental into the DNA of a client organization using the Robert Vernon Associates' concept and business advantage.
2. Help develop and structure the sourcing and buying teams, operational tools and mindset as per the RVA concept's and business advantage.
3. Develop the Supplier (factory) base to secure the client's brand equity and provide the QSE Business Advantage in:
 - a. Price and cost development
 - b. Availability - From production to the shelf
 - c. Quality: Process Control and Customer Experienced Product Quality
 - d. Social/Environmental
4. Develop the Supply Chain process – packaging and logistics - availability

Contact Robert Vernon Associates:

For more information and detailed discussions on how we can help and support your business, commitment to the local/global community and your competitiveness contact:



Kilms Barn
8 Burleydam Rd
Ightfield, nr Whitchurch
Shropshire SY13 4BW
England

Email: mark.astley@robertvernon.org
Telephone: (+44) 01948 890561
Mobile (+44) 0743 411 1071
SKYPE: MARK3303