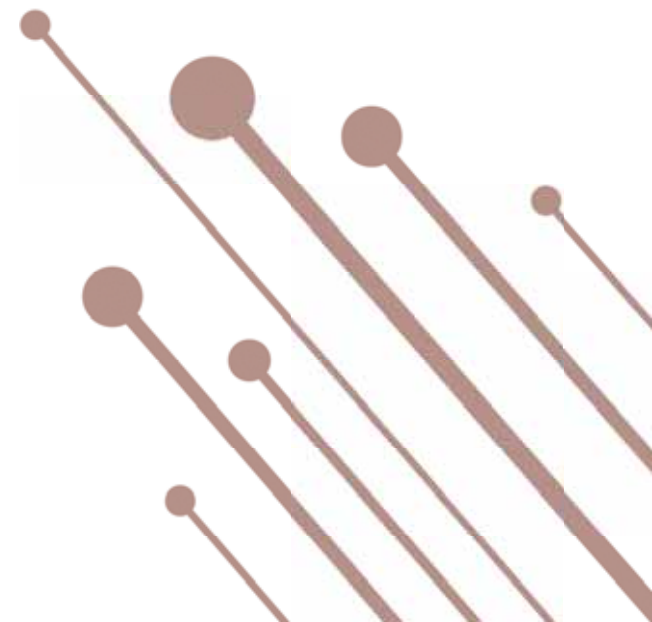




# SUPPLY CHAIN MANAGEMENT/LOGISTICS CONSULTING

The business line of Boda & Partners



## Introduction

There are three fundamental areas for companies in most industries: management of HR, management of physical flow of goods/information and the management of financial processes.

Boda & Partners has special competence in process related consultancy in all three areas, therefore our focus includes the improvement of:

- Financial processes
  - HR management processes and
  - Supply Chain/Logistics related processes
- The combined coverage of these areas in many cases results significant added value to the solution provided during consultancy.

In relation to the Supply Chain/Logistics field Boda & Partners has a dedicated, experienced project team. In addition to our core team – on a project basis – we work together with some industry experts.

Our business line's strategic goal is to support our clients in optimising their logistics costs and improving their supply chain efficiency and effectiveness.

Our customers can get complex and reliable logistics consultancy solutions from Boda & Partners.

## Clients

Our clients come from various industry segments:

- Multinational distribution and/or retail companies – service in focus: optimisation of distribution flows across the CEE region;
- Manufacturers – multi location manufacturing pattern – review and improve supply chain solution;
- Third-party logistics (3PL) and specialized logistics service providers – facing challenges to meet or drive/manage customer expectations or having needs in implementation consultancy/management

## Geographic coverage



We are active mostly in CEE countries, with a special focus on:

- Hungary
- Slovakia
- Czech Republic
- Poland
- Romania
- Slovenia



## Service portfolio

- Review and evaluation of supply chain activities – due diligence
- Supply Chain/Logistics Strategy design/re-design
  - ▶ revision of strategies and tactics
  - ▶ overall efficiency
  - ▶ areas for possible improvements
  - ▶ definition of valuation points and control mechanism
- Warehouse/Distribution Centre Operations – optimal location, facility design, capacity analysis, material handling engineering, advise on best practices
- Distribution/Transportation – strategic distribution planning, transportation system design, transport costs optimisation
- Analysing outsourcing opportunities (logistics management, warehousing, distribution, back office, IT)
- Third-party logistics (3PL) provider selection and implementation (warehouse and transportation providers, implementation assistance, service improvement)
- Logistics Software Selection and Implementation – warehouse management system, transportation management system



- Process Engineering/Reengineering optimising order-to-delivery processes, labour performance and productivity, process flow design and information flow mapping)
- Project management and implementation
- Inventory reduction, Forecasting and Planning, Order Management
- Selection, on-the-job training and coaching of logistics management
- Special projects (e.g. integration of different logistics structures or companies after acquisition)

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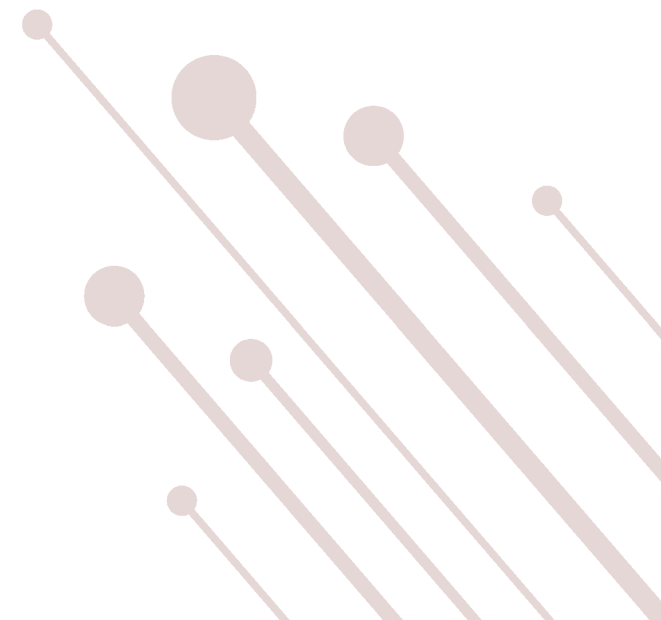
**Web:** [www.bodaandpartners.com](http://www.bodaandpartners.com)

## Work approach

In most of the cases we are providing project based services. Our approach is to act alongside pre-set project goals. We are ready to link our compensation to the success of the project.

Besides project based services we are open to provide interim management services, where primary goal is to ensure continuity of ongoing operations including:

- Managing the supply chain/logistics/distribution/shipping departments
- Improving operational excellence and customer satisfaction
- Managing 3PL providers (ensure continuous service delivery, increase service level, reduce costs)



## Consultants and relevant experience

Our core team consists of experts who have experience both as practicing manager (Supply Chain management executives; Managers of Third-party logistics (3PL) service providers) and experience as consultant:



**István Farkas**  
head logistics business line

Head of the SCM/Logistics Business line. He has over 15 years experience in the Logistics industry (Johnson & Johnson–SCM, Hungarocamion–deputy CEO and Danzas/ DHL–country manager). His main areas of competence include the review and redesign of SCM strategy. He is an experienced project manager and led many projects at Boda & Partners.  
*istvan.farkas@bodaandpartners.com*



**Attila Szél**  
expert

Independent expert, who spent 7 years at DHL in different positions and was responsible for many logistics projects throughout the CEE region. His main areas of competence include warehouse logistics, distribution and logistics IT structures. He participated in several Boda & Partners projects as logistics expert and project manager.

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**Attila Szantner**  
expert

He has close to ten years experience in logistics. Recently he was responsible for the domestic distribution of Waberer's Group

in Hungary. His main fields of competence include distribution and long haul transportation. He participated in Boda & Partners projects as logistics expert and project manager.

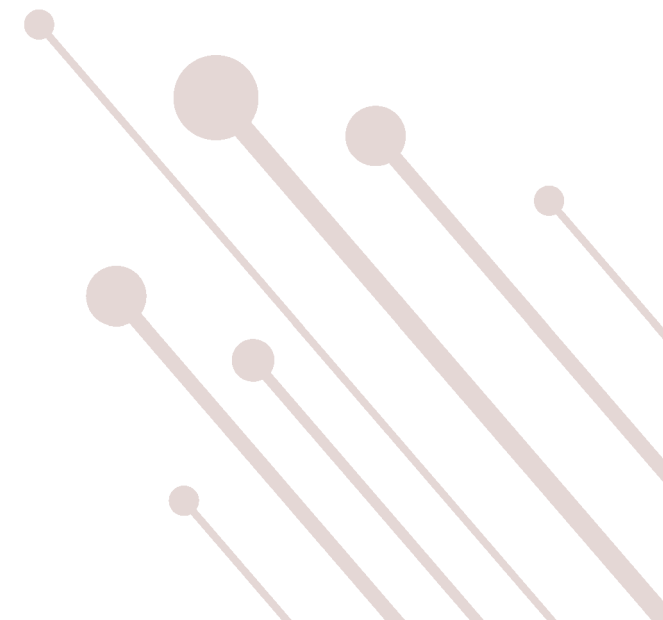
*attila.szantner@bodaandpartners.com*



**Győző Szolnoki**  
expert

Independent expert with over 10 years of experience in logistics (Johnson & Johnson, Hungarocamion and P&O/Wincanton). His main fields of competence include logistics related business process reengineering and IT implementation. He participated in Boda & Partners projects as logistics expert and project manager.

*gyozo.szolnoki@invitel.hu*





## Colleagues with a combined SCM and Financial focus:



**Péter Szlávik**  
managing partner

Founder and managing partner of Boda & Partners, has over ten years of experience in different managerial positions. Spent 6 years at Hungarocamion / Waberer's Holding, where he held different positions including Project Manager, Accounting Director and Group CFO. Prior to these positions he spent few years at MOL Hungarian Oil & Gas Co. and Job Personnel Consulting. He has an active role in the logistics related projects of Boda & Partners.

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**Éva Kovács**  
manager

In addition to our core team – on a project basis – we work together with industry experts.

[eva.kovacs@bodaandpartners.com](mailto:eva.kovacs@bodaandpartners.com)

## References and clients

- Assist business due diligence projects relating to different logistics companies for private equity investors (*Slovenia, Turkey, Slovakia, Hungary*)
- Support strategy creation process of an independent pan-European logistics company
- Review of overall strategy for a trucking company (*Hungary*)
- Design and establish distribution network for a leading brewery (*Hungary*)
- Several 3PL logistics service implementations for multinational electronics and FMCG industry customers across CEE countries (*Poland, Ukraine, Russia, Hungary, Czech Republic*)
- Tender management activities and logistics solution design for 3PL logistics providers (*Hungary, Czech Republic*)
- Warehouse activity outsourcing project for InterCom Zrt. (*Hungary*)
- Functional design and implementation of warehouse management systems for DHL throughout the CEE region
- Develop, implement and operate load optimization concept for Hungarocamion
- Develop integrated forecasting and order management system for Johnson & Johnson (*Hungary*)
- Develop forecasting and production planning for a leading dairy manufacturer (*Hungary*)
- Integration project management for DHL /Excel Supply Chain CEE
- Post-merger integration project management for a leading Slovakian trucking operator
- Interim country management for DHL Logistics Czech Republic

## Boda & Partners

Mr István FARKAS  
partner and head of SCM and Logistics  
Business line

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