



Business Transformation Initiative

In today’s competitive business environment, an organization’s ability to adapt and respond quickly to changing market conditions can provide a sustainable source of competitive advantage. In order to become more nimble and responsive, organizations need to build partnerships, alliances, and close relationships with its most critical suppliers. CGN has developed the Business Transformation Initiative (BTI™) methodology, which combines a unique blend of customized tools to enable organizations to achieve enterprise alignment and collaborative relationships with key suppliers.

Business Transformation Initiative Benefits

Implementing the CGN BTI™ methodology can provide many benefits to your organization including:

- Significant structural cost reductions
- Business and supplier performance improvements
- Product quality improvements
- Elimination of business process inefficiencies
- Increased collaboration and innovation with suppliers
- Improved strategic alignment across the enterprise

Business Transformation Initiative Methodology and Process

The BTI™ methodology identifies the need of all stakeholders within an organization and elevates key manufacturer-supplier relationships from transactional relationships to strategic partnerships to drive increased efficiencies and benefits for both partners. The core methodology of BTI™ is the Supplier Collaboration and Innovation Model (SCIM). SCIM is a proven process that provides the foundation for building collaborative manufacturer-supplier relationships.

The BTI™ methodology is a five-step process that begins with supplier data collection and analysis. It is followed by three phases of strategy development and design where all aspects of the manufacturer-supplier relationship are evaluated and opportunities for improvement are identified. Once an action plan has been created, CGN works with the organization and suppliers to set up internal teams, tracking and accountability measures for implementation. During each phase of the process, in-depth interviews are conducted and data is gathered from internal and external sources to understand relationship history, pricing structure, growth potential, total cost of ownership and waste elimination opportunities.

Business Transformation Initiative Process



CGN Expertise

CGN has a proven track record of successfully transforming relationships between manufacturers and suppliers to achieve success. Our experienced team is able to quickly understand the key challenges and opportunities facing organizations and suppliers to develop creative, sustainable solutions that provide results. We can help uncover the hidden potential within your organization and supply base.