

AMPLE IDEAS

COMPANY PORTFOLIO AUTOMOTIVE

“Most people spend more time and energy going around problems than in trying to solve them.”

– Henry Ford



VISION

We aim to be the first choice in business consulting, providing innovative solutions for global clients.

Our focus is on empowering clients with tailored strategies and guidance to navigate the market successfully.

By fostering strong partnerships and leveraging industry expertise, we strive to exceed client expectations for sustainable growth and success.

Our vision includes continual improvement, ethical standards, and a commitment to business excellence.



JONATHAN SNOW

CEO

Ethos: Steeped in the skills of Industrial Engineering and Operations Management, Jonathan has proven himself as an experienced business leader delivering measurable results and industry accolades.

Background: Graduated with distinction as an Industrial Engineer from the University of Witwatersrand. Post-graduate studies in Business Management, Finance, Marketing, Business Development, Lean and Value Engineering.

Notable Experience:

- BMW SA | Supply Chain Optimization Project Manager (8-years)
- FCA SA | Aftersales Consultant (7-years)
- Turbovent Africa | Managing Director (10-years)
- Louw & Co | Private Equity (2-years)
- Revov Batteries | Sales Manager (3-years)
- STELLANTIS SA | IAM Business Development Manager (2-years)

Industry Recognition: Twice awarded the Logistics Achiever Awards.
Awarded the BMW Platinum Award.





AUTOMOTIVE PORTFOLIO

EUROREPAR SUCCESS
TEAM



STELLANTIS SA

WAREHOUSE OPERATIONS

1

INVENTORY MANAGEMENT

2

DEALER PROCESSES

3

BUSINESS PROCESSES

4

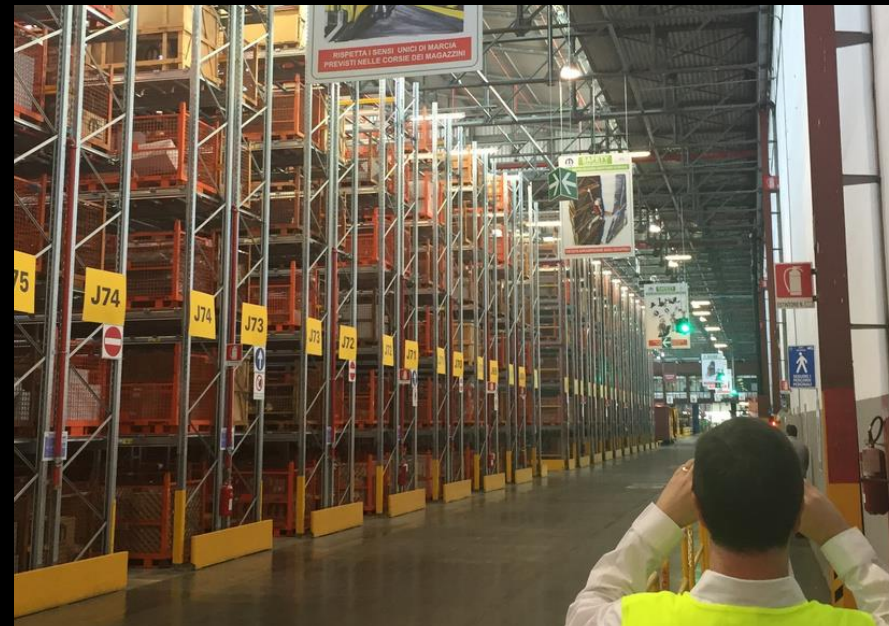
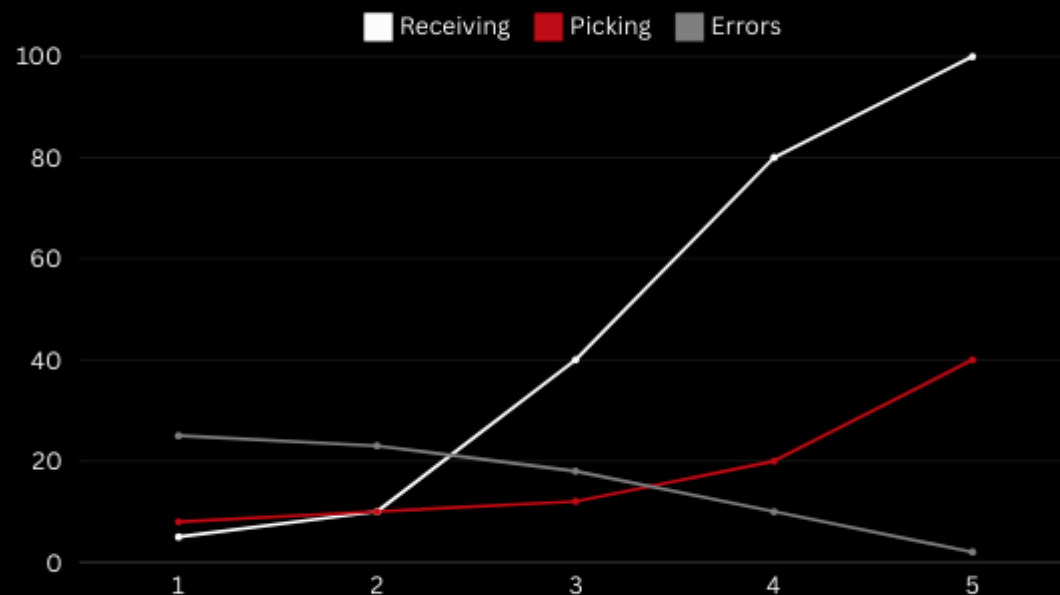
SERVICES OFFERED

5

1 WAREHOUSE OPERATIONS

THROUGHPUT VELOCITY

- The number of lines processed per man-hour in receiving projects has surged from 10 to as high as 160.
- Implementing same-day binning of parts has resulted in clean receiving floors every day, improving quality and reducing errors.
- Picking operations have been fine-tuned per delivery run, expanding the number of order windows and delivery times to dealerships.



STORAGE UTILITY

- Bin-rightsizing has boosted storage capacity in facilities by more than 30%, resulting in savings on warehouse costs.
- The introduction of fast-moving picking zones has enhanced picking speed within warehouses.
- Through bin-maintenance, accurate stock control is maintained, leading to a decrease in picking errors.

CONTINUOUS IMPROVEMENT

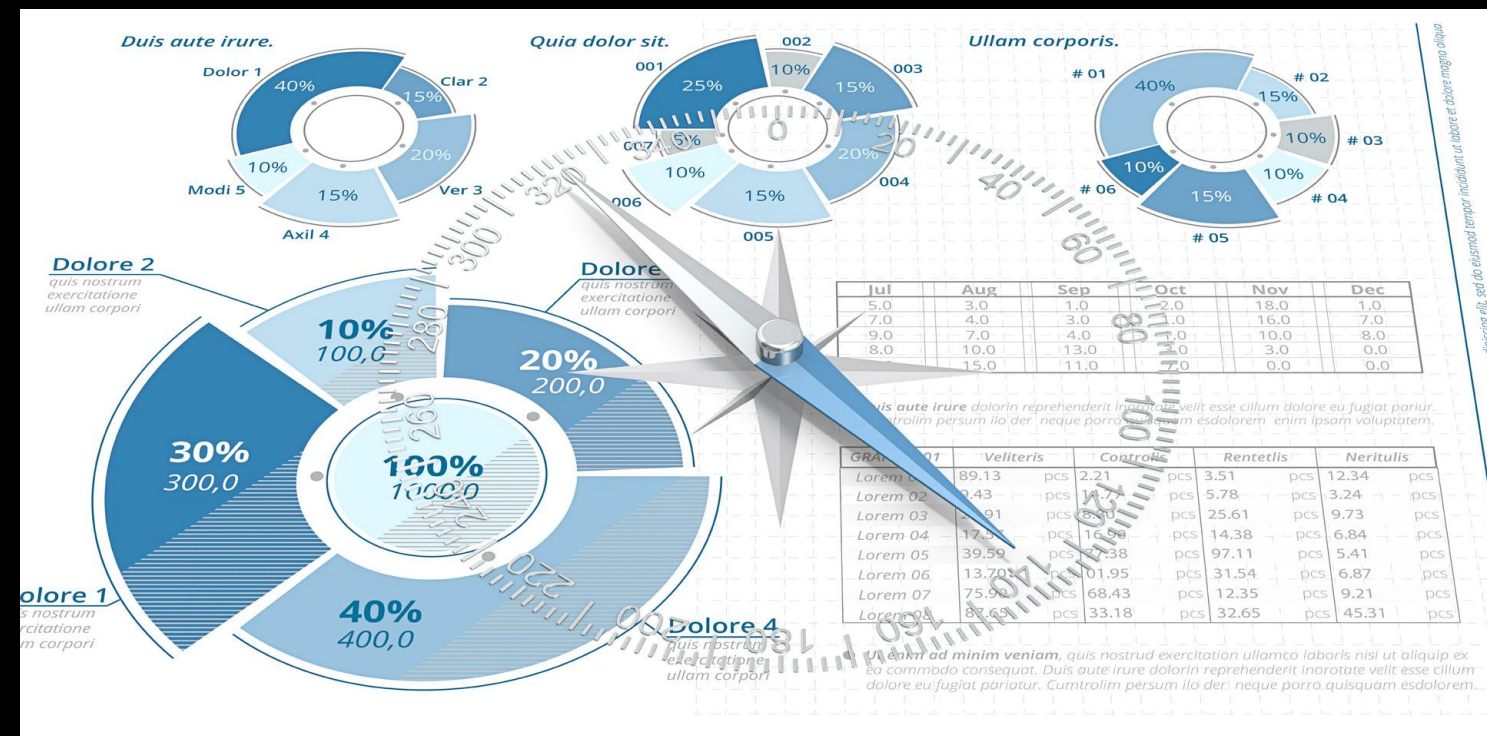
- Introducing Green Areas to foster discussions and empower the workforce to enhance their productivity.
- Conducting Kaizen Training and Implementation
- Introducing Scanning Systems
- Implementing Cross-Doc Procedures
- Introducing Pre-Packing Processes



2 INVENTORY MANAGEMENT

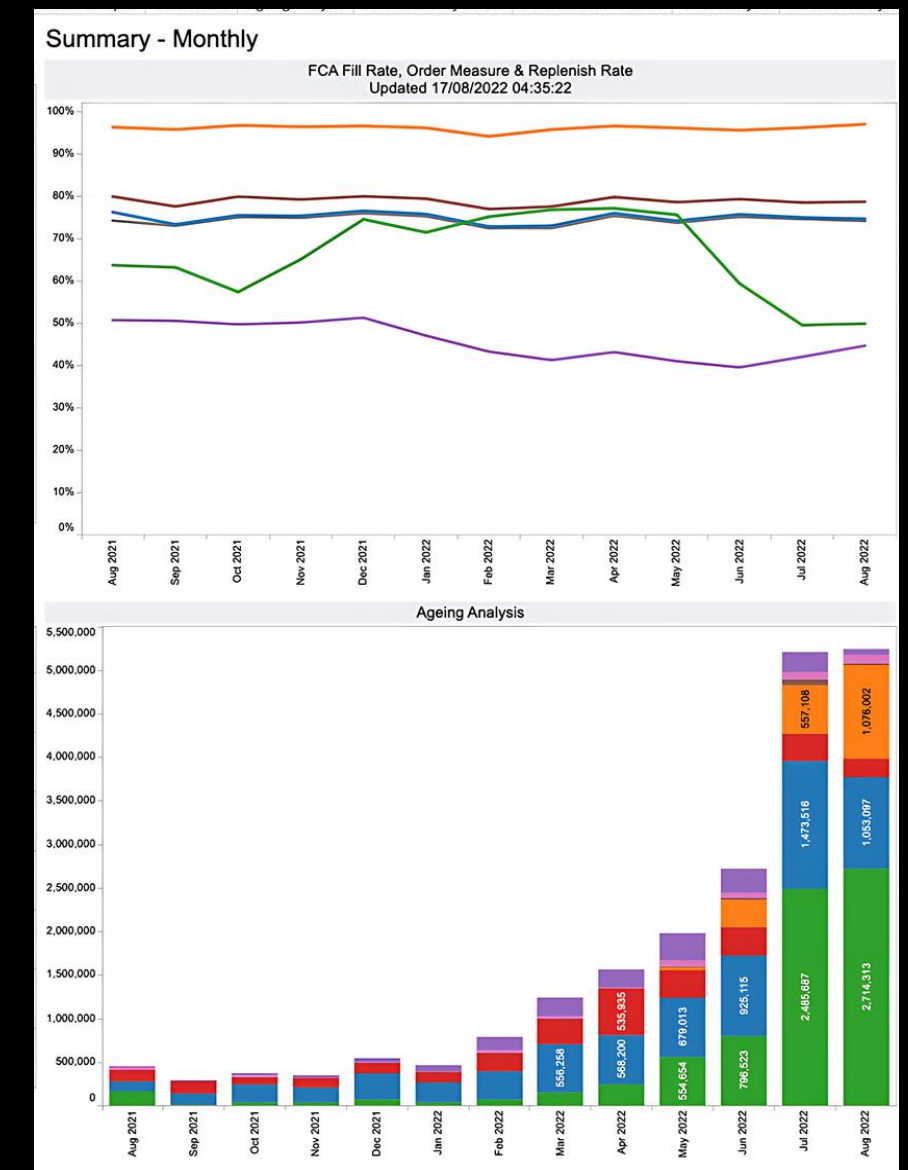
PDC MANAGEMENT

- Stock value should aim to be 4 times the stock turnover rate.
- Manage obsolescence by prioritizing sales of older stock before considering scrapping.
- Optimize Freight Costs and Reduce Air-Freight Expenses.
- Monitor and regulate lead times effectively.
- Implement techniques for managing and smoothing demand.



DEALER INVENTORY

- Our systems now link daily sales of dealer inventory with automatic part replenishment, guaranteeing over 95% availability of stocked items at dealerships.
- Dealer inventory systems help parts managers reduce obsolescence levels by providing visibility of parts and suggesting returns if unsold within 15 days.
- Our Parts Manager Training and Coaching program ensures that parts managers grasp inventory parameters and learn how to handle non-stocked parts effectively.
- Dealer Processes oversee pre-planning and early identification of necessary parts.



3

DEALER PROCESSES

- Dealer Optimization Programs have been established and operated at two South African OEMs.
- The processes are documented, assessed, and enhanced to achieve the OEM's objectives.
- By effectively implementing these processes, we have focused on and observed significant enhancements in various KPIs.

Reduce Leadtime

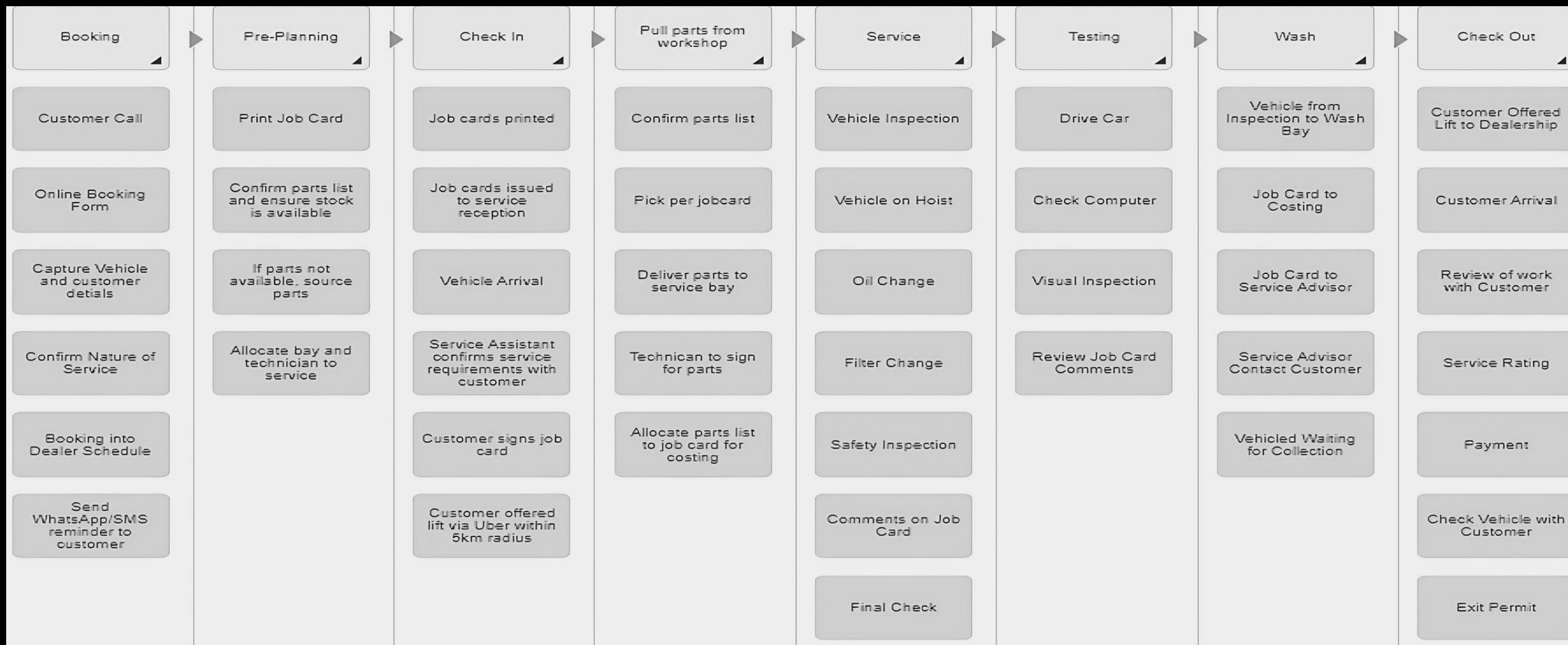
Zero Carryovers

Dealer Profitability Up

Increase Throughput

Customer Satisfaction Up

Build Brand Loyalty

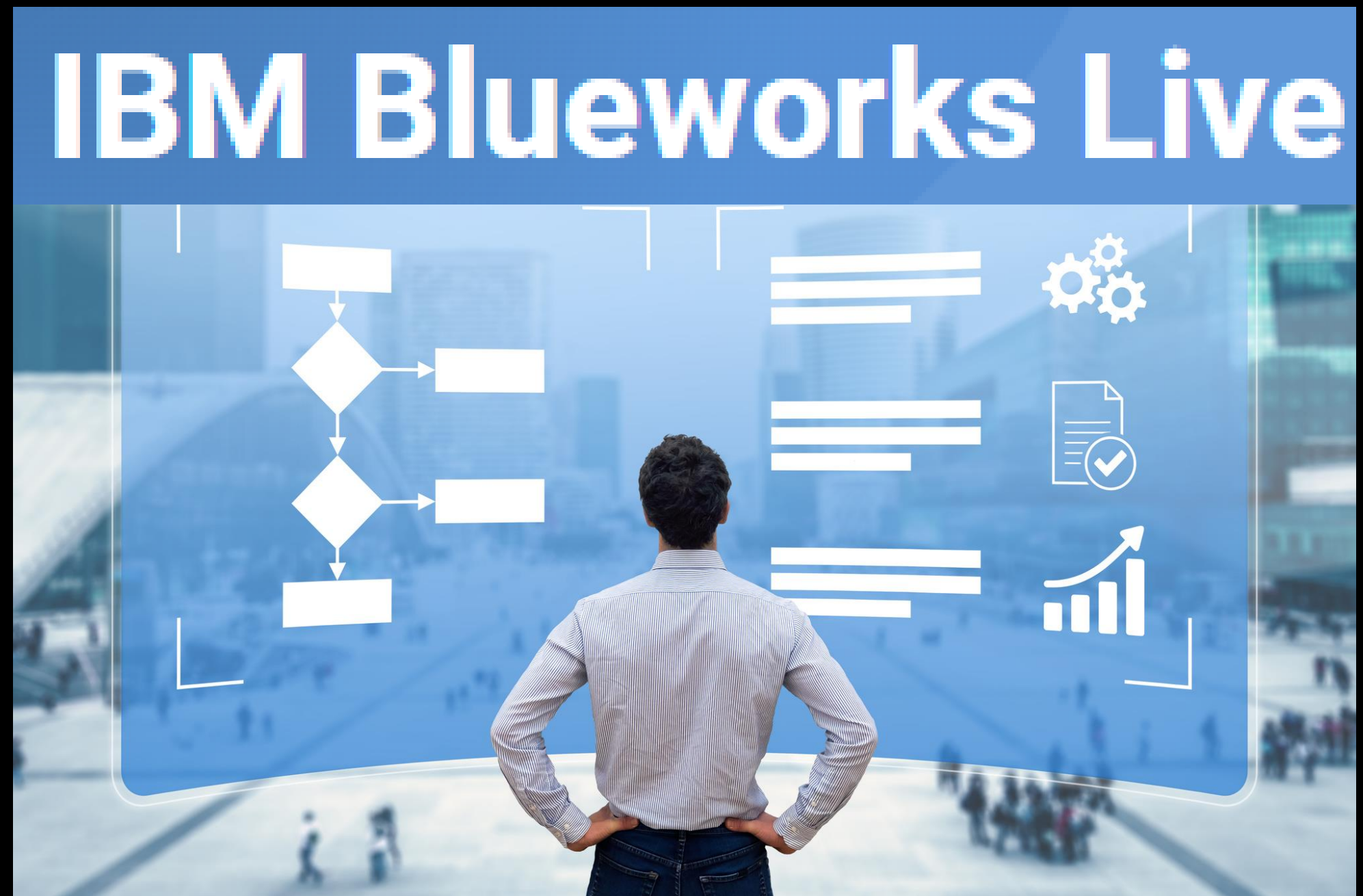


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BUSINESS PROCESS OPTIMISATION

We have mapped all FCA processes on IBM Blueworks

- IBM Blueworks Live is a cloud-based business process modeling tool that we use for our Cloud-based needs. We are able to design organizations' documents, analyze them, and improve business processes collaboratively. IBM Blueworks also helps in tool design to facilitate collaboration among team members and stakeholders. Multiple users can work together on process documentation, share insights, and provide feedback in real time.
- Return on Investment
 - Time Savings and Efficiency.
 - Improved Collaboration.
 - Process Optimization.
- Central Process Repository
- Real-time Collaboration



SERVICES OFFERED

1

OUTSOURCED TEAMS

We will hire, train, and oversee outsourced teams on fixed-term contracts to handle business processes. This is crucial in cases where expanding the staff is not feasible or when testing a new process that is temporary or not central to the business.

2

PROJECT MANAGEMENT

We will oversee projects from inception to ongoing management, handling key risks, resources, and ensuring timely completion of tasks. Our expertise in project management tools and understanding of business complexities guarantee realistic project delivery.

3

SALES MANAGEMENT

With extensive sales experience and knowledge of marketing techniques to enhance and bolster sales initiatives, we can guarantee targeted sales success across various business sectors.

4

PROCESS OPTIMIZATION

Any organization experiencing growth or undergoing a merger may face confusion regarding business processes. Our consultancy services provide tools to pinpoint processes, identify weaknesses, and implement enhancements in a collaborative and visual way.

5

DEALER INTERVENTIONS

We have expertise in collaborating with dealerships. Through developing a Dealer Process Optimization program, we have successfully tested and implemented it within various organizations to enhance all aspects of dealer performance.

6

TRAINING

We provide specialized training for dealerships that require specific knowledge, especially in vehicle service and parts management. Our training focuses on enhancing inventory management and customer satisfaction, aiming for a first-time fix.



AMPLE IDEAS

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