

**VALUE PROPOSITION #3 - REDUCE WORKING CAPITAL**

VERSION 1- DEC 2017

**7 YEARS ON OUR SOLUTIONS CONTINUE TO CREATE CUSTOMER VALUE**

Since 2010, we have completed 1053 Steel Efficiency Review® consultations on businesses of all shapes and sizes across a full spectrum of industries.



In these SER® consultations, we look closely at your operations, we work together to identify cost and time savings, remove bottlenecks and recommend incremental changes which can translate into exponential profit improvements.

The SER® provides key recommendations based on those well-known 7 key value propositions:

- 1 NO OVER PROCESSING**
- 2 REDUCE RISK**
- 3 REDUCE WORKING CAPITAL**
- 4 ACCESS TO STOCK**
- 5 OPTIMAL PRODUCTION RUNS**
- 6 SAVE ON WAREHOUSE SPACE**
- 7 GREATER ACCESS TO MARKET OPPORTUNITIES**

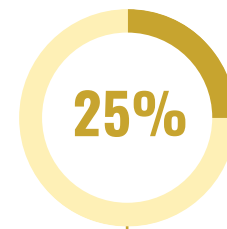
**REDUCE WORKING CAPITAL VALUE PROPOSITION SOLUTIONS**

Utilising the Steel Efficiency Review® to better understand businesses serving diverse industries, our SER® consultants have recommended the following value proposition solutions to help REDUCE WORKING CAPITAL:

- LAYOUT AND FLOW IMPROVEMENTS TO ELIMINATE BOTTLENECKS**
- ABILITY TO SOURCE HIGH QUALITY RAW MATERIALS (SEMI-FINISHED)**
- OPTIMISATION OF FEED MATERIAL**

**VALUE PROPOSITION #3 REDUCE WORKING CAPITAL**

REDUCING WORKING CAPITAL was considered to be a challenge for steel businesses serving diverse industries in Australia.



263 clients from the 1053 completed Steel Efficiency Review® consultations, a total of 25% found opportunities to REDUCE WORKING CAPITAL relating to the waste of excess inventory.

These clients worked with our SER® consultants to jointly solve challenges related to REDUCING WORKING CAPITAL in their business and operations.

Key SER® findings revealed the issues at hand with proposed solutions to provide step change improvements resulting in operational cost savings, greater efficiencies in processing and overall profit improvement.

**NOT JUST A STEEL SUPPLIER WHO ARE WE?**

Our distribution network comprising BlueScope Sheet Metal Supplies, BlueScope Plate Supplies and BlueScope Distribution, provides a full range of material supply, logistics and management options to meet your individual needs.

We're owned and supported by the manufacturing and processing arms of BlueScope. We offer a comprehensive suite of steel and aluminium products and our expertise covers every major sector.

We'll be in touch soon!

