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**Andrew Miller's What's new in Business?**

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**Selecting the right strategic partner**

There are too many horror stories out there of companies picking the wrong strategic partner and paying for it for months, if not years. It is imperative to spend time at the beginning of the process to determine if this is the right partner for your business. Here are four questions to ask yourself before entering into any partnership:

1. Are there shared goals and objectives between the organizations?
2. Is your organization going to be improved as a result of this partnership?
3. Does the potential partner have a history of success?
4. Do they meet the needs of your organization?

Answering these questions and factoring in what your gut is telling you will help to **improve your selection process for strategic partners and lead to stronger partnerships and better decision-making** within your organization.

**What's new with supply chain?**

**Total Cost of Ownership** - We hear all the time about the benefits of outsourcing and sending production off to Asia, etc. and now the trend is to bring much of that production back locally. Why is that? Companies have realized that the cost savings originally achieved were somewhat of an oasis. Although it may be attractive to be able to get a significant per unit cost savings, the additional costs required for areas like transportation, storage, tariffs, damaged product, etc. hikes up the cost to your organization. When determining whether or not to send production offshore, **look at the total value your organization will derive by including all relevant costs**, both direct and indirect, in making the decision. This will ease the decision-making process and help you make a better long-term decisions for the organization.

**Andrew's nugget**

Each month, Andrew Miller, President of ACM Consulting Inc. will provide a little nugget of advice to help with your business.

**Get on with it**

Choose one project, activity or task that you have been putting off for too long and complete it. By doing this, you will feel accomplished and at the same time, complete something that may have been weighing on you. It may be a new company initiative or cleaning out your garage. Either way, something will get done.

**What's new with ACM Consulting?**

- [Click here](#) to see Andrew's featured article in the November/December issue of Canadian Transportation and Logistics magazine
- Andrew Miller has gone **interactive** by partnering up with BrightTALK to do a series of webcasts called "Ways to improve your bottom line." Please [click here](#) to see our lineup of webcasts to help improve your business.
  - February 25, 11am - Increasing revenues
  - March 25, 11am - Managing suppliers
- **Execucasts** - [Click here](#) to check out our website for a series of free Executive podcasts. The series is called "Execucast" and the podcasts are 5-7 minutes in duration.
- View Andrew's **monthly blog** at [www.projecttimes.com](http://www.projecttimes.com)

**If you are interested in our services or know someone that might benefit from working with us, please contact Andrew Miller at 416-817-1336 or visit our website at [www.acmconsulting.ca](http://www.acmconsulting.ca)**

Please feel free to forward this newsletter to anyone to whom it might be of value.

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