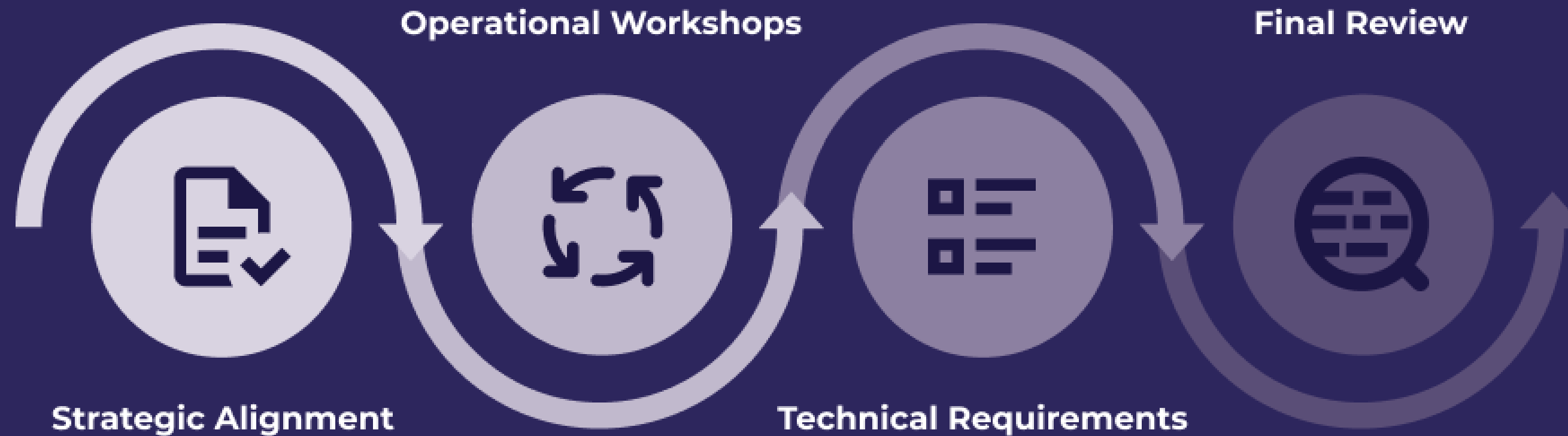


PHASE ZERO

Summit's Phase Zero approach aims to align client teams on transformational goals and responsibilities, identify current state gaps and risks, and align on the best practices to use going forward.



TIMELINE

Preparation

WEEK 0

Objectives

- Provide data, access requests to client.
- Review expected time commitment from client team.
- Identify key stakeholders and subject matter experts.
- Schedule relevant meetings and workshops.

Client Needs

- Enabling data access.
- Identifying key team members and ensuring availability.

Strategic Alignment

WEEK 1

Objectives

- Formal sign-off and alignment as to “why” the transformational initiative is required.
- Initial project scope defined for the Phase Zero effort.
- Detailed roles and responsibilities across business and technology teams outlined for the Phase Zero effort.

Client Needs

- 1-2 hours from executive sponsors.
- 5 hours from everyone listed in the RACI.

Operational Workshops

WEEKS 1 - 3

Objectives

- Site visit(s) to in scope warehouses for workshops and operational observation of current state processes.
- Alignment on the current state processes in use and notable process gaps opportunities identified.
- Business requirements defined and approved by client teams.

Client Needs

- 10-15 hours from key operators and subject matter experts.
- Focus and attention during workshops.

TIMELINE

Technical Requirements

WEEKS 3 - 4

Objectives

- Context diagram and current technical landscape outlined, highlighting dependencies and notable risks related to the warehouse management systems in use.
- Technical requirements defined for the implementation phase.

Client Needs

- 5-10 hours from key technical resources.

Final Review

WEEK 4

Objectives

- Key deliverables packaged for hand-off to the software provider. Summit will lead the knowledge transfer and help the client transition into the implementation phase.
- Definition of the scope and plans for the often overlooked activities; change management, user training, and operational analytics.

Client Needs

- 1-2 hours from executive sponsors.
- 5 hours from everyone listed in the RACI.

CORE COMPETENCIES

- We use our operational expertise to solve operational problems.
- We have experience running the business, quickly assimilate into your culture, and act in your best interest.
- We view technology as a means to an end and are innately focused on delivering an incredible amount of business value.



Commerce Strategy

- Customer Definition
- Selling Strategy
- Operational Strategy

Operational Transformation

- Discovery & Assessment
- Solutioning
- Program Implementation

Operational Sustainment

- Process Standardization
- Operational Diagnostics
- Operational Audits