

# BOSTON STRATEGIES INTERNATIONAL

Dear Camila,

Do you think your company's achievement deserves recognition? If you do, participate in Boston Strategies International's 2009 supply chain awards by submitting your entry below.

July 2009  
Newsletter

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## 2009 Supply Chain Awards: Submit your entry

Boston Strategies International set the bar for excellence in supply chain management by authoring the definitive [Guide to Supply Chain Management](#), which was published by The Economist. Is your operation world-class? Find out by participating in the [2009 Annual Supply Chain Excellence Awards](#).

Last year the award process netted over 500 entries from companies worldwide and resulted in five winners, and this year there are more opportunities to win! There are three categories: [Oil, Gas & Petrochemicals](#), [Process Industries](#), and [General Industry](#).

- **Oil, Gas and Petrochemicals** includes Oil, Natural Gas, and related industries such as Oil Extraction, Lubricants;` Plastics; Refining; and other Petrochemical Manufacturing. It excludes Products and Services that are made primarily or exclusively to support these industries such as Pipeline Compressors -- these products all fall under General Industry (see below).
- **Process Industries** (non-petroleum-related) includes continuous production industries, such as Agribulks; Alloying; Basic Chemical Production; Cable;



Drawing; Extrusion; Gas and Electric Utilities; Industrial Gases; Milling; Mining; Power Generation; Primary Metals Production; Pulp Paper and Packaging; Quarrying; Smelting; Water Treatment.

- **General Industry** includes discrete or batch production, such as Component Manufacturing; Electrical Equipment and Systems; Electronics; Filtration Equipment; Instrumentation; Metals Manufacturing; Power Transmission; Pumps; Stamping; Tool Manufacture; and Turbines. Includes Products and Services that are made primarily or exclusively to support the Oil and Gas industry such as Pipeline Compressors.

Each category will have four winners, based on their demonstrated supply chain processes and performance on four dimensions: cost leadership, reliability, customer satisfaction, and innovation. Rationalization is aimed at controlling operating costs. Synchronization is aimed at balancing supply with demand. Customization intends to enhance the customer interface. And Innovation is focused on attaining rapid new product development and introduction. This makes a total of 12 possible awards!

The top winners will be invited to receive their awards at a ceremony in Bahrain in November. All company-specific information will remain confidential. It is used only in the aggregate in a feedback document that will be distributed to all candidates.

[Click here to apply for the 2009 Supply Chain Awards](#)

## Meet Kessa Coleman

Kessa Coleman, a Research Associate, is coordinating this year's Supply Chain Awards program. She expands Boston Strategies International's competencies in integrating the Engineering, Customer Service, and IT functions through her previous work experience. At Turner Construction, she helped to upgrade the processing of field engineering changes in the company's Enterprise Asset Management (EAM) systems, at Imprivata she provided support for MIS, and at BT she served as an Operations Consultant. Kessa studied Strategic Management and Economics at Babson College, Oxford University, and the London School of Economics. To speak with Kessa, please email her at [kcoleman@bostonstrategies.com](mailto:kcoleman@bostonstrategies.com) or call her at (1) (781) 263-7216.



## Upcoming Presentations

Participate in these upcoming Boston Strategies International events:

October 7, 2009: "**How the Recession has Affected Supply Chain Management and the Outlook for 2010**," Council of Supply Chain Management Professionals' Manhattan Roundtable, New York City.

October 11, 2009: "[Structuring Agreements and Concessions](#)"Power Generation and Water Middle East, Abu Dhabi.

October 18, 2009: "[From Freight to Customer Value: Leveraging Value-Added Services for Higher Gross Margins](#)"Supply Chain Management Forum, Abu Dhabi.

November 24, 2009: "[Supply Chain: What's it Worth?](#)"Fifth Trans Middle East Conference and Exhibition, Bahrain.

Click [here](#) to see a complete list of our upcoming events.

## Research & Analysis

- [What's your Middle East Strategy?: Is Bahrain Replacing Dubai as a Shipping Hub?](#)
- [The Ocean Market: Overcapacity until 2012](#)
- [Window of Opportunity: Logistics Rate Outlook.](#)

For more free research, please visit our website at [www.bostonstrategies.com](http://www.bostonstrategies.com).

## Give Us Feedback

If you have had an experience with Boston Strategies International - through an engagement, proposal, presentation, or even just based on this newsletter - please share your feedback.

Click [here](#) to share your feedback with us.

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