



## Corporate Member Spotlight – June 17, 2011

**OLIVER WIGHT**

*Oliver Wight.*

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### **1. In a nutshell, what is your company all about?**

Over 40 years ago, our founder, the late Oliver Wight, defined our mission as “changing the face of industry”. We remain true to that mission by helping companies integrate their planning and execution processes, from strategy to detailed supplier plans, across all functions, to enable them to achieve results beyond what they think possible. We offer education, consulting, and advisory services to executives and middle managers, and also tools to assist with rapid implementation of best practices and behavior change.

### **2. What makes your company different than other companies in your industry?**

We are a *small, highly credentialed team with deep first hand experience* in Class A process transformation initiatives as practitioners in industry. The Oliver Wight approach is unique in that we teach, coach, and facilitate clients through a *self-improvement* process to ensure client ownership of solutions that will last when we leave. Our *total focus is on sustainable client success*. Our experience as practitioners and consultants for many companies in virtually all industries enable clients to quickly achieve bottom line benefits.

### **3. What was your company’s most recent greatest accomplishment?**

To cite one example, we recently aided the leadership of a large globally branded consumer goods company in transforming itself into a more consumer-focused team and become more responsive to changing market conditions. We are proud that we consistently help our clients achieve results beyond their expectations.

### **4. What is the biggest challenge you face in your industry?**

Our biggest challenge is that some organizations have lost sight of the fundamental priorities that are required for a complex organization to work as an effective team; People first, then Process, then Tools. Too many organizations have these priorities reversed. Companies that search for the right tool to solve their business problems without first investing in their peoples’ education and then business processes improvement, risk large expenditures without return.

### **5. Why is your company a CSCMP Corporate Member?**

Generally speaking, in the past the Consumer Goods segment did not require the same degree of effectiveness as other industries where corporate margins are razor thin. That has now changed, and more consumer goods companies are looking to capture every bit of management productivity possible. It is a great partnership for us.