

INDUSTRY

Footwear Manufacturing

A Proven Pattern for Profitable Growth

Does your organization struggle with:

- Increased labor and material costs
- Quality issues / defects
- Poor efficiency
- Employee turnover
- A lack of operational flexibility and the ability to respond to market demands resulting from an accelerated fast fashion lifecycle
- Poor visibility, accountability, and problem solving skills

Leverage TBM's deep expertise in footwear manufacturing:

Operational Gains

- Superior ship-to-lead time
- Improved inventory turns
- Reduced working capital
- Productivity gains
- Higher quality
- Industry-leading growth rates
- Improved flexibility and responsiveness

Workforce Gains

- Reduced overtime
- Health and safety enhancements
- Lower turnover
- Workforce engagement and motivation
- Ability to incentivize employees

Significantly reduce costs, improve competitiveness and create a safer, more engaging work environment.

An expert in the principles and practices of operational excellence, TBM provides targeted solutions that deliver new, high levels of productivity, quality and throughput, increase workplace engagement and safety, and provide a platform for sustainable and profitable revenue growth.

Our Footwear Industry Focus Areas

Performance Improvement: Reducing operating costs and working capital focused on quality, faster lead times and productivity. Benefits include improved cost reduction, sewing efficiency, enhanced material utilization, footprint optimization, fewer defects and optimal inventory levels.

Planning and Scheduling: Reducing approval and change order process times to keep pace with sales. Benefits include optimized workload allocation and streamlined proofing process.

Supplier Performance Management: Creating a systematic, quantifiable approach for enhanced supplier performance. Benefits include supplier assessment and implemented improvements supporting growth, quality and service levels.

Employee Engagement: Installing lean, engaging associates, and implementing incentive-based strategies for better execution. Benefits include lower employee turnover, reduced training expense, and improved quality.

Management System: Developing and implementing a management system, creating and aligning KPIs, embedding goal deployment, daily management and leader standard work. Benefits include cultural change, problem solving and sustainment.

Product Lifecycle Management: Introducing a lean approach to product development that supports fast fashion needs. Benefits include a shorter new product development cycle, reduced development costs, and savings on human capital, equipment and factory space.

Digital Manufacturing / Automation Adoption: Building digital transformation roadmaps, vetting and selecting technology / automation, implementing and managing pilot projects.

Operational excellence provides an ideal platform for meeting the complex challenges of the footwear industry—offering a proven path to profitable and sustainable growth.

About TBM Consulting Group

TBM is a global operations and supply chain consultancy with deep roots in operational improvement and lean manufacturing. Many of our consultants have worked in or with footwear manufacturers during the course of their careers. Our senior management consultants have 25+ years of hands on experience in C-suite, operational leadership or continuous improvement roles.

Serving Asia-Pacific,
North America,
Latin America,
and EMEA regions

Footwear Manufacturing Results

FAST FASHION SUPPLIER

Performance Improvement Through Operational Excellence

- A key supplier for a number of fashion brands with factories in China and Cambodia implemented operational excellence in three plants to improve profitability and enhance customer satisfaction
- Reduced logistics costs by 91%
- Improved on-time delivery by 50%
- Improved purchasing, production and delivery planning capability
- Improved productivity by 25%

GLOBAL SPORTING GOODS BRAND

Supplier Assessment and Supplier Performance Improvement

- Wanted to increase gross profit and better manage its 20+ suppliers in China and Southeast Asia; expectation was to grow business with top performing suppliers
- Assessed suppliers and helped several to reduce lead time, improve quality and reduce costs
- On-time delivery increased from 84% to 96%
- Inventory turns increased from 9x to 16x
- 18% increase in productivity
- Operating cycle time reduced from 102 to 60 days

INDIA'S LARGEST EXPORTER

Lean Transformation, Performance Improvement, Growth

- Private equity owned manufacturer wanted a world-class operating system to support growth agenda
- Implemented lean transformation in 14 months across four plants
- On-time delivery increased by 80-90%
- Quality improved with first pass yield up by 75-80%
- Productivity up by 35%
- Leveraged gains to achieve a 2% sales increase during an economic downturn



PT. DEAN SHOES



SHOETOWN GROUP



Speed wins every time.

TBM specializes in operations and supply chain consulting for manufacturers and distributors. We create agility and speed in your operations to accelerate business performance 3–5x faster than your peers.

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