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## Postal Industry Consulting Services

### AT A GLANCE:

- ENTERPRISE STRATEGY
- PRODUCT POSITIONING AND DEVELOPMENT
- MARKET ANALYSIS
- OPERATIONS AND NETWORK DISTRIBUTION STRATEGY
- OPERATIONS AND TRANSPORTATION MANAGEMENT
- POSTAL PLANT DESIGN
- ACQUISITION LOGISTICS
- STRATEGIC SOURCING
- SUPPLY CHAIN SECURITY

decision/analysis partners offers practical advice and assistance for addressing the challenges of postal organizations and helping improve the performance of postal operations.

We work collaboratively with our postal clients to share best practices and lessons learned from our experience with postal organizations around the world, maximizing the transfer of knowledge. Together, we explore alternatives and establish viable solutions grounded on sound analytical methodologies and solid expertise.

Our team of experts comprises management and strategy consultants, systems engineers, business architects, postal technologists, and operations managers. Together, they provide function and technical skills to answer the host of challenges faced by the industry.

### ***Defining Sound Business and Product Strategies***

- Market positioning in light of deregulation, competitive entry, and electronic substitution, to build on core human, process and technology assets and develop sustainability in the mailstream.
- Leveraging information and technology platforms of postal operators to add value to the mail via 'intelligent' products/services.

### ***Promoting Enterprise Wide Best Practices***

- Unifying the value-chain, from mailers' processes to last mile delivery, to maintain high service standards and to remain flexible by implementing information- and knowledge-based best practices.

### ***Improving Performance via KPI-Driven Initiatives***

- In-depth diagnostics to relate key performance metrics (KPIs) to mitigate any deviations from standard operating procedures.

# capabilities



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## OUR EXPERIENCE:

**DECISION/ANALYSIS PARTNERS HAS SIGNIFICANT EXPERIENCE ASSISTING AND TRANSFORMING POSTAL ORGANIZATIONS AND SUPPLIERS OF POSTAL SOLUTIONS & TECHNOLOGIES IN THE UNITED STATES AND OVERSEAS.**

- Development of KPI monitoring tactics to maintain situational awareness and enhanced visibility along the mailstream.

### ***Developing Solutions:***

- Process re-engineering to improve efficiency and effectiveness
- Organizational restructuring to support redesigned processes
- Process and organizational benchmarking against government and/or commercial best practices to identify gaps

### ***Supporting Implementation:***

- Solid implementation planning based on fact-based, data-driven analysis
- Change management approach that addresses organizational transition issues
- Requirements development for new infrastructure and information systems support

## **ABOUT DECISION/ANALYSIS PARTNERS**

decision/analysis partners is an independent management consulting firm based in Northern Virginia, serving governments, the private sector, and multi-lateral organizations. We offer strategy, operations management, market analysis and technology planning consulting services. We have led major change initiatives in the areas of mission-critical logistics, postal operations, and information and communications services.

Our projects are staffed by senior executives who provide key industry experience and insights, a hands-on approach, rigorous and proven fact-based methodologies, as well as solid qualifications and a relentless focus on client and business objectives.

