

# “What are the Opportunities?”

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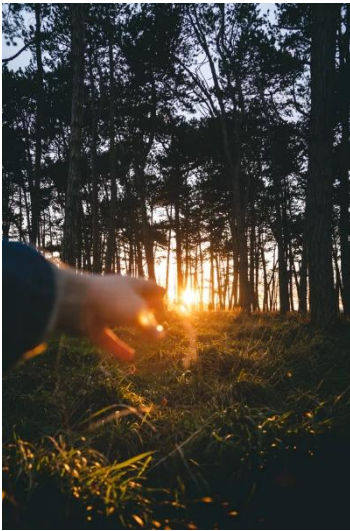
Excerpt from the white paper:

## *Progressive risk management in the apparel supply chain*

*- with special attention to sub-supplier structures*

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### How will the brand benefit from reliable Tier 2 structures?



***Reliable long-term relationships on the supply chain tier 2 level, contractually secured, with a few selected suppliers on the other hand guarantee:***

- ✓ **Open costing** for stable and favorable prices, secured trim prices also allow the brand to renegotiate appropriate product prices with the garment manufacturers not allowing any room for hidden margins like for example trim wastage or overestimated workload for trims sourcing at the production site
- ✓ **Better planning and forecasting**, allowing the brand's management to analyse current spend and budget future cost with knowledge provided by the supplier's online ordering system
- ✓ Trim and accessory **information** like artworks, material and dimensions are retained at the brand, allowing for a swift move to another supplier in case of delivery disruptions or failure as well as
- ✓ **Quality control**, meaning not only having the certitude that all trims and accessories comply with the standards defined by the brand but also that all garments feature the identical trims and accessories, in the right colour, size, quality and technical functionality

(verifiable through forecast / actual ordering volumes in “one click” through the supplier’s online ordering system); and

✓ **Sustainability** requirements are firstly consciously selected by the brand, secondly verifiably (again without any hassle through the online ordering system) met in the production process and thirdly can be reliably communicated to the customer without the risk of facing reasonable doubt and criticism of not being compliant to sustainability claims

✓ **Inventory** for trims and accessories is planned and held by one reliable partner, therefore less redundant items are to be bought out from after the line’s production, which means less waste and even an immediate cost reduction. Careful forecasting and low minimum production / order quantities, contractually defined, support this advantage for the brand

✓ **Reduced workload** at the brand: Having one contact person at the trim and accessory side of the supply chain means one sequence of communication for all items, a set procedure for variable items and constant support in new developments, also providing new trends, materials and product possibilities thus releasing the brand to investigate and research in house. Communication with the vendor is reduced to providing the suppliers contact to a new garment manufacturer

✓ **Standard items** can be kept over more than one season which leads to an even lower item cost, less waste, heightened sustainability, and reduced workload at the brand

*Next:*

*“What does resilience have to do with risk management?”*

**To read the entire white paper, contact us: [info@newtrims.com](mailto:info@newtrims.com)**