

D-Terra Solutions

Creating Advantage by Accelerating Your Speed to Market

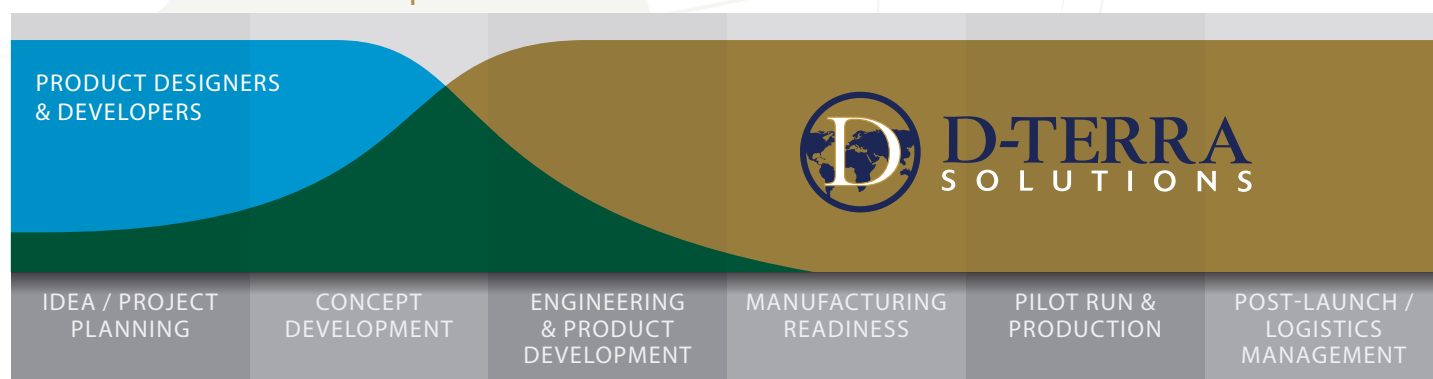
The Advantage Imperative

Product manufacturers are looking for business process outsourcing (BPO) that makes sense for your businesses. Our business process methodologies optimize and integrate the product development process from the design phase to the final delivery of product to where and when you need them. We work to reduce your time to market without sacrificing quality. By improving your operational efficiency and reducing the true cost of ownership we can improve and sustain your value chain.

Our commercialization process incorporates the key attributes to successfully bring your products to market whether they are materials, component parts, sub-assemblies or finished products. The key attributes include how, when and where to launch your product along with whom to target.

Speed to market is another essential strategic component of any product development plan that helps create a competitive advantage for you and customers. Our proven processes along with our supply chain logistics solutions are designed to get your products to market faster, better and cost effective, while improving or sustaining your competition advantage. D-Terra is poised to help you.

Our Role in Product Development and Commercialization



D-Terra can orchestrate the process from an idea on the whiteboard to a product on the shelf.



For more information visit us on the web at www.dterasolutions.com



Product Solutions

D-Terra Solutions works with North American manufacturers to improve performance in five key areas: Design, Planning, Engineering, Procurement, Production and Logistics. By selectively outsourcing business processes for strategic segments, companies are able to refocus energy and investment on innovation that builds long term competitive advantage.

Our commercialization process addresses the market readiness of a product or method rather than concentrating on just the marketing, promotion and sales activities. Our commercialization process has three key attributes: it funnels multiple options/ideas to select one "best" choice that can be sustained long-term, it is a staged process with specific goals and milestones, it is vital to involve customers and other key stakeholders in the process as early as possible. We address a number of decision issues within the process including: WHEN to launch, WHERE to launch, WHOM to target, and HOW to launch.

Consulting

Whether you seek to establish your own manufacturing, offshore, onshore, re-shore or have simply run into particularly troublesome difficulties in getting it all right, D-Terra provides Manufacturing Consulting through our outstanding team of in-house experts and network of engineering and manufacturing partnerships.

We can provide expertise at any stage of the manufacturing process from the formation of an idea for a product to delivering the finished products to clients in your marketplace. We can provide help where and when you need it. We work alongside your team to maximize the value of your business enterprise.

Supply Chain Logistics

D-Terra's team has over 40 years of experience in supply chain management and transportation services covering all modes of transport. So not only can we provide product manufacturing expertise, we also know how to get your products to your markets efficiently and at the lowest possible landed cost. Whether on the ocean, on the rail, thorough the air, in a truck or in a warehouse, we know the best ways to move, store product safely and manage vendor inventory regardless of product ownership.

Vendor Managed Inventory Services (VMI)

D-Terra specializes in VMI service solutions that manage inventory to reduce carrying costs and assure that out-of-stock issues never occur. Our inventory management platform gives you the visibility you need while we manage the levels and delivery of product wherever it is needed. D-Terra can manage inventory whether we own the inventory or you do. We also manage your supplier network effectively allowing you to concentrate your internal resources on the more strategic parts of your business.



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