



The specialist partner  
for textile industry

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SC-2 assists the textile industry by sharing their multiple skills and extensive experience, acquired with the major market leaders.



## Why SC-2?

SC-2 is the result of a meeting of **three minds, passionate** about the textiles industry, keen to accompany brands in their development and to continue working in this specific sector.

**Fabien Antoine**: 37 years old, 15 years of experience in the field of **purchasing management** and supply chain with Celio and Sergent Major.

**Alain Charabouska**: 45 years old, 22 years of experience in **Information Systems**, including 14 years with Chanel, Dior and Celio.

**Laurent Chebassier**: 40 years old, 18 years of **International** experience, including 10 years in the textile industry at the French Fashion Institute, with Petit Bateau and Sergent Major.

They have decided to draw on their **complementary skills** and work in synergy to offer companies from the fashion, textile, and clothing sectors **operational solutions** for the key, yet diverse, fields of:

**IMPORT / EXPORT**

**PURCHASING MANAGEMENT**

**LOGISTICS**

**INFORMATION SYSTEMS**

## SC-2 Target Companies

Companies from the **Fashion, Textile and Clothing sectors** who seek to increase their growth via :

- **International development** to counter the saturation of the domestic French market
- **Rationalisation of their purchasing management** to compensate for the very high pressure on sales prices and margins
- **Optimisation of logistics** to absorb a growing number of volumes and product lines linked to their development in France and internationally
- **Modernisation of their information systems** to improve the management of their company and anticipate the changes which are inherent in this sector

SC-2 targets **all the key players** of the businesses in this sector, notably Company Directors and Purchasing, Export, Supply Chain or IT directors who wish to draw from outside experiences to optimise their operations.

## The SC-2 philosophy

SC-2 accompanies its clients from the identification of their needs to the **operational implementation** of the solutions which have been proposed.

Whether this be establishing new partnerships, designing new management tools or monitoring a new logistics circuit, **SC-2** is always conscious of the **final result** and its impact on **productivity and profitability**.

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# International Development



## Zoom

**SC-2 works with textile companies who wish to remain competitive by developing internationally yet limit their investment.**

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## Why develop internationally?

France has always been considered as one of the pioneers of retail and textile creation. Today it is burdened with this prestigious heritage and must **contend with a difficult climate** :

- Aggressive **competition**
- Exponential **real estate costs**
- Crippling **salary costs**

Faced with these constraints, working internationally has become a favoured lever of **growth** for all companies regardless of their size or their years of existence.

## The SC-2 target

Companies who fall into one of the following categories :

- **No integrated export department**
- A desire to maintain a **light export structure**
- A wish to **accelerate export development**
- Seeking **new export opportunities**

This service from **SC-2** is particularly of interest to Company Directors and Export Directors.

## The SC-2 methodology

**SC-2** intervenes at all stages of the export process in close collaboration with its clients :

- Implementation of the "**Export concept**" and definition of objectives
- Creation of **tools and export contracts**
- Finding distributors and **negotiating contracts**
- **Opening stores** (approval of sites, monitoring of the pre-opening stage, assistance with the opening etc)
- **Monitoring of stores** (merchandising control, respect of the concept, etc)



# Streamline purchasing management



## Zoom

**SC-2 uses its knowledge of the industry to optimise management of the collection process, and to guarantee control of the supply cycle right up to the final client.**

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## Why streamline purchasing management?

The purchasing function is at the **heart of the business** of textile companies and has **multiple and varied objectives** :

- **Anticipation of trends** and consumer expectations
- **Definition of purchasing** budgets in terms of value, volume and margins
- **Design of collections** and development of products
- **Identification** of the best suppliers, **negotiation of prices** and placing of orders
- **Monitoring the commercial performance** of the collections and taking any necessary measures

To respond to all of these objectives as a whole, it is no longer possible to work purely on feeling. It has become necessary to put in place a system and **management tools which are efficient and rational** and which can respond to a **veritable collection strategy**.

## The SC-2 target

Companies who want to achieve one of the following objectives :

- **Reinforce** the collection process and **make it last**
- Define **clear objectives** for the buying team
- Understand and master the **transversality** of the buying cycles
- Be serene about long term **sourcing**

This service from **SC-2** is of particular interest to Company Directors, Purchasing managers and IT managers.

## The SC-2 methodology

The strategy of **SC-2** is to organise the purchasing process around **3 fundamental axes** :

- Definition of a **collection strategy**, taking into account a number of factors : (rhythm of collections per market, price policy, sourcing, discount and sales strategy etc)
- Integration of this strategy into the various departments of the company by adapting **working methods** and clarifying responsibilities
- Optimisation of **operational tools** which facilitate the monitoring of the activity by constantly correlating the product and commercial dimensions

This strategy can result in the building of models and the implementation of operational management tools (specific or not) which can be integrated into existing information systems.



# Optimising Logistics



**Zoom**  
**SC-2 offers externalised logistics solutions (Dubai, China etc), which improve the commercial efficiency of the collections whilst reducing supply chain costs.**

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## Why optimise logistics?

The **constant renewal** of products during the lifetime of a collection has become unavoidable.

To respond to consumer expectations across the various **international markets**, companies in this sector must be able to :

- **Time their implantation** based on the various **commercial calendars**
- **Propose new products** throughout the whole season
- **Reposition the right products** in the right place in different geographical zones

To achieve these objectives different sectors of the business are involved, notably purchasing planning, transport or the choice and the organisation of warehouses.

## The SC-2 target

Companies who fall into one of the following categories :

- **Dispersed sourcing**, notably for the major import markets (China, India, Bangladesh)
- Distribution across a number of the **Major Export markets**

This service from **SC-2** is of particular interest to Company Directors, Export directors and Supply Chain directors.

## The SC-2 methodology

The **SC-2** solution does away with the logic of centralised European stock control and **decentralises the stock logistic operations** using the following solutions :

- By consolidating **quality control** and despatch
- By bringing the stock closer to the **final consumer**

This logic means that not only is there an **improvement in commercial efficiency**, but also **costs are significantly reduced**.

In partnership with key regional players based in the main **international trading nerve centres** (Anvers, Dubai and Shanghai), the **SC-2** solution can be implemented in just a few weeks and **without financial investment**. In addition, its **specialist and protected computer system** means that all the liaisons, data transfer and monitoring are undertaken by **SC-2**, and so do not require any major interface.



# Modernising Information Systems



## Zoom

**SC-2 helps textile companies to modernise their information systems and to choose the IT solutions which are best adapted to their requirements.**

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## Why modernise information systems?

Optimising store ranges, accelerating the rotation of products, reducing the volume of unsold stock at the end of a season...the challenges facing brands mean that it is essential to **control information** in order to make the most of it.

Computers are already present at all levels of business but **new technologies** are constantly revolutionising this field and it is sometimes difficult to **evaluate requirements** based on what is available on the market.

## The SC-2 target

Companies who fall into one of the following categories :

- **No integrated IT department**
- **IT efficiency has not been proven**
- Desire to **modernise and optimise IT management tools** linked to management control (purchasing, logistics and commercial)
- Clearly identified need to develop Intranet, **Internet and Extranet applications and databases**

This **SC-2** service is of particular interest to Company Directors and IT Directors.

## The SC-2 methodology

**SC-2** can intervene from **the diagnostic stage through to the implementation of projects**, by :

- **Detecting opportunities** linked to existing systems
- **Controlling the impacts** of the evolutions which are envisaged
- **Integrating new tools** (software package) in the existing organisation and systems

**SC-2** undertakes a diagnostic on the client's premises, then intervenes across the IT spectrum, from the definition of requirements to the implementation of the projects, by supervising the work itself or by managing external service providers. This methodology is particularly suited to **companies who want to associate commercial development with technological innovation.**

