

Logistics Solutions

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Provide us with a drawing of the outbound product flow. Specifically, where do products go after they are manufactured? Be sure to include all locations that are mentioned in the case.

MTC Supply chain Product Flow:Link:

<https://drive.google.com/file/d/14wYf6tqqIPbt55E2r2YksojNzUEhv3hz/view?usp=s>haringMTC is running its Supply Chain through several locations.

Manufacturing Site where the Product is manufactured which is then transported to Off-site Sterilization Provider to sterilize the assembled product.

From Manufacturing Site its transported to next phase of Supply chain where the inventory is maintained and transported. The next phase has two options where it could be traversed to 3PL (Third Party Logistics) or Distribution Center.

The 3PL directly supplies the Product as a retail value rather than wholesale where the products are directly added to the Hospital Catalog with the help of Group Purchasing Organisation (GPO). Whereas in the case of Distribution Center, the product goes to the First Level distribution Center then to Second Level Distribution which is nearby branches then it reaches the Healthcare Provision Center.

The products are not directly supplied in this case. Sales representatives help to reach the surgeons of particular healthcare to sell this product by convincing the GPO with the help of targeted Surgeon.

Then the Sales Rep stays with the surgeon is the first trial case of the medical kit until they get used to it.

Outline your suggestions as to possible improvement you would suggest to this product flow.

What do you want to change?

What do you think the changes would improve?

How do you think the improvements will result in positive financial outcomes?

One each of these points above, please be as specific as possible.

Inventory is typically made up of two different pieces.

One is cycle stock, the other one is safety stock. Now, cycle stock has to do with the inventory that goes up and down during regular sales and replenishment. Safety stock, we hold it just in case something we did not anticipate happens. So we don't expect it to be used, but it's there if we need it. It's like an insurance policy.

Most companies are scrutinizing that decision very heavily. And there are numerous, really thousands of approaches of how you can determine how much inventory to order each time. I will review two methods, the SQ method and the sS method. Open up any inventory textbook, and you will see those two popular methods. The SQ system and the sS system. Most companies are scrutinizing that decision very heavily. And there are numerous, really thousands of approaches of how you can determine how much inventory to order each time. I will review two methods, the SQ method and the sS method. Open up any inventory textbook, and you will see those two popular methods. The SQ system and the sS system.

Factors influencing logistics networks. When you build your logistics network, you trade off two important factors, the one is cost, the other one is service. If we want better service to our customers, we probably have to spend more money. But logistics networks are already expensive so most companies try to reduce those costs as much as possible while still maintaining a high level of service. The cheapest logistic network looks different from the most expensive one.

Nevertheless, the concept of cost versus service always applies. And you can have a logistics network with only one warehouse and overnight transportation, which will give you great service, but it will be very expensive. Or you can be like Amazon and have top customer service, to our deliveries in some cases, but you need over 100 warehouses for that. Nevertheless, you have to pick the network that minimizes cost and gives you the best service possible. We're in the middle of Amish country.

It's important to remember that when customers see value in a particular level of service, they will expect to pay for it—indeed, they will be happy to pay for it when

it helps them to run their businesses better. Make sure the whole of your organization understands this so that the benefits of aligning customer service to customer requirements can be achieved: more sales, more profits, and more customer loyalty.