PACCAR PARTS – SUMMER Q 2019

Presentation Notes:

* Presentation
  + Very professional slides
  + Organization was well thought out
  + Liked the use of relevant PACCAR pictures and themes
  + Be more concise on speech
  + Be conscious of presentation length
  + Speak up!
  + Stand up straight and don't lean on podium
    - This will help everyone appear more confident
* Inventory Insights
  + Like how groups identified marketing categories that had too much inventory
  + Like how groups showed how much inventory was in surplus or obsolete
  + Great jobs adding assumptions of your analysis at the right time
  + Liked how groups shows the current cubic foot impact at LAN.
  + KPIs used were relevant and useful
  + Would have like more analysis with Regional Fill
  + Simplify visuals to demonstrate your point more effectively.
  + Be careful providing a visual that is too granular as it takes away from you presenting.
* Inventory Optimization
  + EOQ models demonstrated a good understanding of an aspect of supply chain.
  + Good use of holding costs
  + Sometimes the results didn't make sense to the business
  + Make sure to always provide recommendations, no matter what
* Project Review
  + Liked how the feedback about the project from all groups.
  + Likes how some groups made the decision to not use all the data provided.
  + Good critical thinking about data that could be used if provided more time.
* Market disruptors
  + The driver shortage disruptor was great and was something no other class has brought up.
  + Don't be afraid to think outside the box