



Strategic Supply Chain Management

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Procurement

Supply Chain

Distribution

Time to Market

Strategic Supply Chain Management

Introduction:

In the breakthrough course, delegates will experience everything that corporate decision-makers need to know to create value and competitive advantage from their supply chains. You will learn effective strategies for managing logistics and operating complex networks. You'll develop new skills for integrating your supply chain into a coordinated system. You'll gain practical tools for increasing service levels and reducing costs. And you'll be inspired to redesign your operations for peak performance.

Who should attend?

Logistics Consultants, Logistics and Financial Managers, Accounting and Operations Managers, Third-Party Logistics Providers, Supply Chain and Logistics Managers and Professionals, Operations Managers, Logistics Professionals, Logistic Providers, Logistic Administrators, Logistics Planning and Inventory Managers, Supply, Buying, Purchase, Logistics, Materials and Supply Chain Professionals, General Services Personnel, Purchasing and Procurement Managers, Retailers, Warehouse Personnel, Transportation and Distribution Managers/Personnel, Inventory and Warehouse Control Professionals, Freight Forwarders and Linear Specialists, Production Managers, Production Planners, Financial Managers, Project Managers, Distribution Center Supervisors, Line Managers, Fleet Managers, Fleet Supervisors, Fleet Operators, Fleet Inspectors.

Course Objectives:

By the end of this course, delegates will be able to:

- Design supply chains that improve profitability
- Use product design, strategic sourcing and contracts to most efficiently match supply and demand
- Build and maximize supply chain coordination and collaboration
- Identify supply-chain risks and design risk-mitigation strategies
- Explore purchasing, production and distribution strategies for a global environment

Course Outline:

View Your Supply Chain as a Strategic Asset

- Five key configuration components
- Operations strategy
- Channel strategy
- Outsourcing strategy
- Customer service strategy
- Asset network
- Four criteria of a good supply chain strategy
- Align with your business strategy
- Align with your customers' needs
- Align with your power position
- Become adaptive

Applying Rocket Science to the Supply Chain

- Chopping up the assembly lines
- The upstream impact on supply
- From one tier to another

Develop an End-to-End Process Architecture

- Four tests of supply chain architecture
- Strategic fit
- End-to-End Focus
- Simplicity
- Integrity
- Toolkits
- The top three levels of the SCOR model
- Five processes for End-to-End supply chain management
- Plan
- Source
- Make
- Deliver
- Return

Calling on Customer Cost-Effectively

- A growing business and growing problems
- Making the business case and moving forward
- Rethinking the supply chain
- End-To-End visibility
- Collaborating with suppliers
- Building on success: collaborative design

Design Your Organization for Performance

- Organizational change is an ongoing process
- Evolution of the supply chain organization
- Guiding principles for organizational design
- Form follows function
- Every process requires accountability
- Know and grow your core
- Gaining respect from the supply chain discipline
- Focus on the skills you need

Reorganizing for a Bright Future

- The technology solution wasn't enough
- Organizational changes
- The vision thing
- From product to market focus
- The mechanics of transformation
- Greater collaboration with suppliers
- Horizontal integration

Build the Right Collaborative Model

- Collaboration is a spectrum
- Transactional collaboration
- Cooperative collaboration
- Coordinated collaboration
- Synchronized collaboration
- Finding the right place on the spectrum
- The path to successful collaboration
- Master internal collaboration first
- Define the appropriate degrees of collaboration
- Share benefits, gains, and losses
- Trust your partners, but protect your interests
- Use technology to support your collaborative relationships

Making the Tail Smaller and the Tooth Stronger

- When push comes to pull
- The blueprint for change
- Transformation at the DLA
- Through the looking glass: life cycle management
- The integrated enterprise initiative: from excess to access with information technology (IT)
- Application of IT principles at the DLA
- The End-To-End initiative: creating principles for change

- The critical role of performance-based agreements

Use Metrics to Drive Business Success

- Why measure?
- Managing performance with metrics
- Link your metrics to your business strategy
- Make sure your metrics are balanced and comprehensive
- Base performance targets on both internal and external metrics
- Set aggressive but achievable targets and tie them to actions
- Make your metrics highly visible and monitor them at all levels
- Use your metrics to drive continuous improvement
- Develop an implementation plan
- Choose metrics that support your strategy
- Measure yourself as your customers measure you

Driving Customer Satisfaction

- The impetus for change
- The new mandate: sense and respond
- A new organization
- Rethinking logistics
- A focus on business results
- The information technology challenge
- The next frontier

A Roadmap to Change

- Advanced systems aren't enough
- Characteristics of the next generation
- Transparency
- Flexibility
- Simultaneity
- Developing a roadmap

Real-Time Response to Demand

- Key business challenges
- Real-time demand fulfillments
- End-to-End connectivity
- Visibility
- Vertical integration
- Change-management challenges
- New reward system
- An evolving supply chain