



Logistics & Supply Chain Management

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Procurement

Supply Chain

Distribution

Time to Market

Logistics & Supply Chain Management

Introduction:

This course is aimed at both suppliers and buyers who need an overview of the key drivers involved when viewing supply chains from a logistics/demand point of view. Supply Chains are the ultimate source of competitive advantage so the purpose of this seminar is to explain and appreciate what logistics and supply chain management are fundamentally about so that delegates are able to:

- Apply key techniques to control lead time in the movement of goods and materials to customers and users
- Find the right cost and service balance
- Use practical skills to take back to the workplace to change current methods
- Work better with all supply chain players
- Apply practically the 8 Rules for Effective Supply Chain Management

Who should attend?

Supply, Buying, Purchase, Logistics, Materials and Supply Chain Professionals, Those who need to develop their limited understanding about Logistics and Supply Chain Management, Those who are looking for business gains and benefits from managing their supply chains more effectively.

Course Objectives:

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

- Understand what logistics and supply chain management are fundamentally about

- Appreciate that time is cash
- See that movement to the customer is all that adds value
- Work with all of the supply chain players
- Look 'outside of the box'
- Apply the rules for effective supply chain management
- Appreciate changes to business processes that are taking place
- Gain the financial benefits that effective supply chain management can bring
- Determine how time builds up in supply chains and that time is cash
- Be able to understand, recall and apply improvements after the seminar for work based application
- Apply best in class practices
- Learn from other delegates experiences and practices

Course Outline:

Understanding What Logistics and the Supply Chain Are About

- Definitions of logistics and Supply Chain management
- The interrelations and connections of Buying, Making, Moving and selling activities
- History and the development
- Understanding the Supply Chain dynamics
- The Benefits of applying a Supply Chain approach
- Models for Supply Chain Management
- Supply Chain Operations Reference Models (SCOR)
- The Theory of Constraints (TOC)
- The New Supply Chain Agenda and Economic Value

Key Aspects and Rules of Supply Chain Management

- The 7 V's that cause supply chain problems
- The 4 types of Supply Chain
- The 8 Supply Chain Rules covering:
 - Internal structure/organization
 - Inventory management
 - Collaboration
 - Customer service principles
 - Lead times throughout the supply chain
 - Adding value
 - Trade off opportunities
 - Using information communication technology (ICT)

Gaining the Benefits of Adopting a Supply Chain Approach

- Using the 6R's of:
 - Rationalization
 - Reliability
 - Responsiveness
 - Resilience
 - Relationship management
 - Risk management
- Applying Relationships and Collaborative approaches
- Procurement portfolio and Power
- Relationship typology
- Lessons from experience
- Tactical and strategic relationships
- Oil and Gas experiences

- Construction and Project experiences
- Oil and gas Supply Chain Codes of Practice

Supply Chain KPI's

- The 2QT2P+ measurements
- Customer service KPI's
- Supply KPI's
- Inventory KPI's
- Operational KPI's
- Cost KPI's

Changing Supply Chains

- The 9 Supply Chain Trends
- Rethinking the Supply Chain
- The 3 New Rules for Smarter Supply Chains
- Using the appropriate strategy
- Alternative Supply Chain Strategies, including:
- Outsourcing
- Postponement
- Inventory and Stock Holding
- Lean approaches

Developing and Improving Supply Chains

- Supply Chains and a Systems View so that we continue to see all of the connections:
- The 8 organizational impacts
- The 10 organizational responses

- Key Improvement Principles
- Using the 4 step Planning Approach
- Using the Theory of Constraints Improvements
- Using the 5 steps to Supply Chain Excellence
- Global Futures and the Green Supply Chain
- The 10 aspects of World Class Supply Chain Management