



Môn Học Quản trị chuỗi cung ứng trong Thương mại điện tử (SCM in Electronic commerce)

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Chapter 3-4: Procurement and Outsourcing Strategies



Mục tiêu

- ✓ Diễn đạt, phân tích quy trình mua sắm trong chuỗi cung ứng
- ✓ Hiểu rõ, vai trò, quy trình của nguồn cung ứng

Nội dung bài học

- ❖ Role of sourcing in a supply chain
- ❖ Aims of procurement
- ❖ Purchasing processes
- ❖ Supplier selection
- ❖ Supplier performance metrics

ROLE OF SOURCING IN A SUPPLY CHAIN

- ✓ *Sourcing is the entire set of business processes required to purchase goods and services*

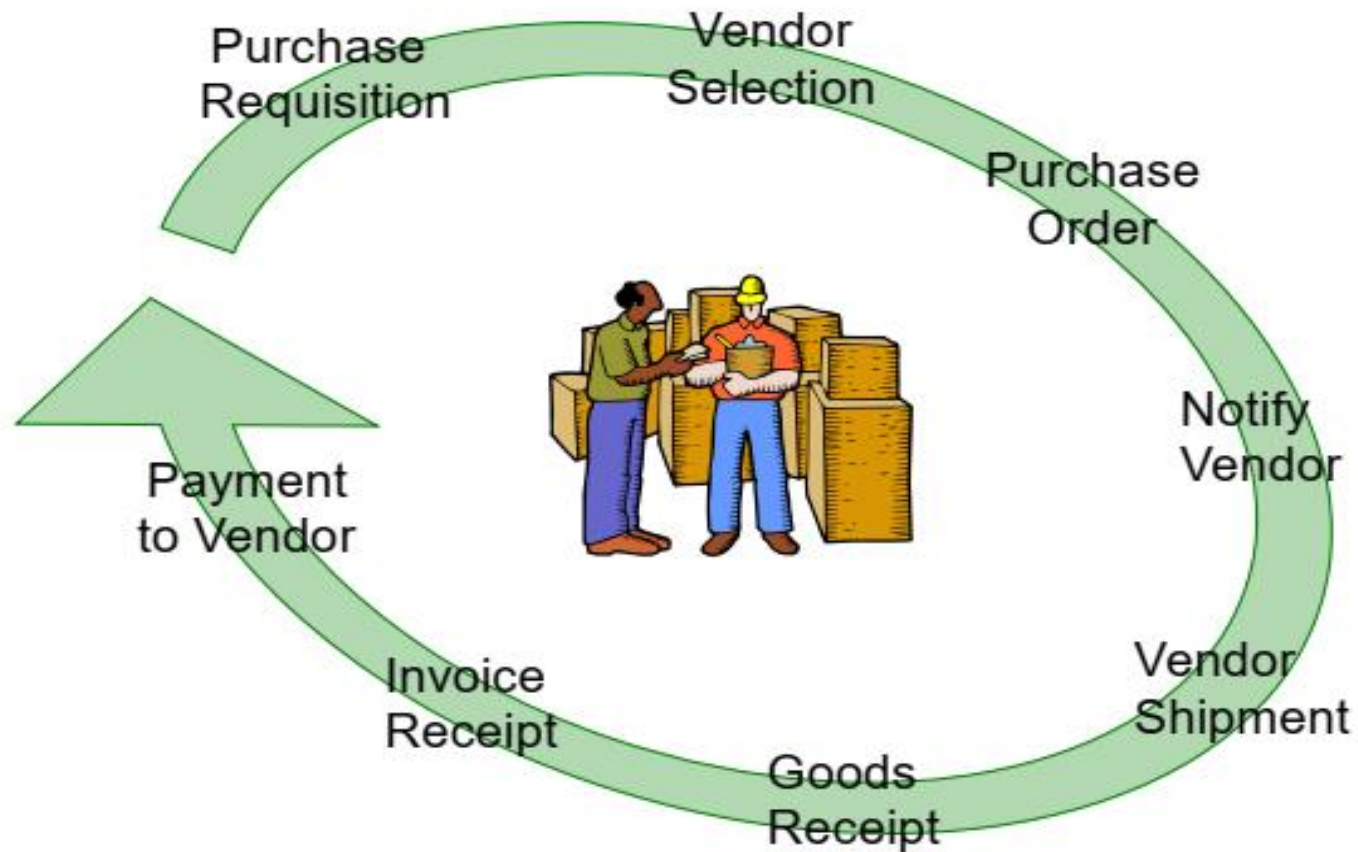
Benefits from effective sourcing decisions

- ✓ Right source: quality & cost
- ✓ Economies of scale
- ✓ Efficient procurement transactions
- ✓ Design collaboration in manufacturing
- ✓ Better collaboration with suppliers
- ✓ Appropriate sharing risks and benefits
- ✓ Lower purchase price due to increasing competition

PROCUREMENT AIMS

- ❖ *To ensure a reliable supply of materials in an organization*
 - ✓ Organizing a reliable, uninterrupted flow of materials
 - ✓ Developing relationships with user departments
 - ✓ Finding good suppliers
 - ✓ Buying right materials (right quality, right time, right place)
 - ✓ Good prices and conditions
 - ✓ Low stocks at the required service level
 - ✓ Moving materials quickly through a supply chain
 - ✓ Keeping abreast of conditions (price increase, scarcity, new product)

PROCUREMENT PROCESS



Purchase Requisition

- Internal Document requesting the purchasing department to procure a specific good or service for a specified time
- Requisitions can be created two ways:
 - Directly - Manually
 - person creating determines: what, how much, and when
 - Indirectly - Automatically
 - MRP
 - Production Orders
 - Maintenance Orders
 - Sales Orders



SUPPLIER SELECTION

- ❖ *Process and product technologies*
- ❖ *Willingness to share technologies and information*
- ❖ *Quality*
- ❖ *Cost*
- ❖ *Reliability*
- ❖ *Order system and cycle time*
- ❖ *Capacity*
- ❖ *Communication capability*
- ❖ *Location*
- ❖ *Service*



SUPPLIER PERFORMANCE METRICS

- ❖ *Cost/price*
- ❖ *Quality*
- ❖ *Delivery*
- ❖ *Responsiveness and flexibility*
- ❖ *Environment*
- ❖ *Technology*
- ❖ *Business metrics*
- ❖ *Total cost of ownership*

Chapter 4: PRODUCTION MANAGEMENT





CONTENTS

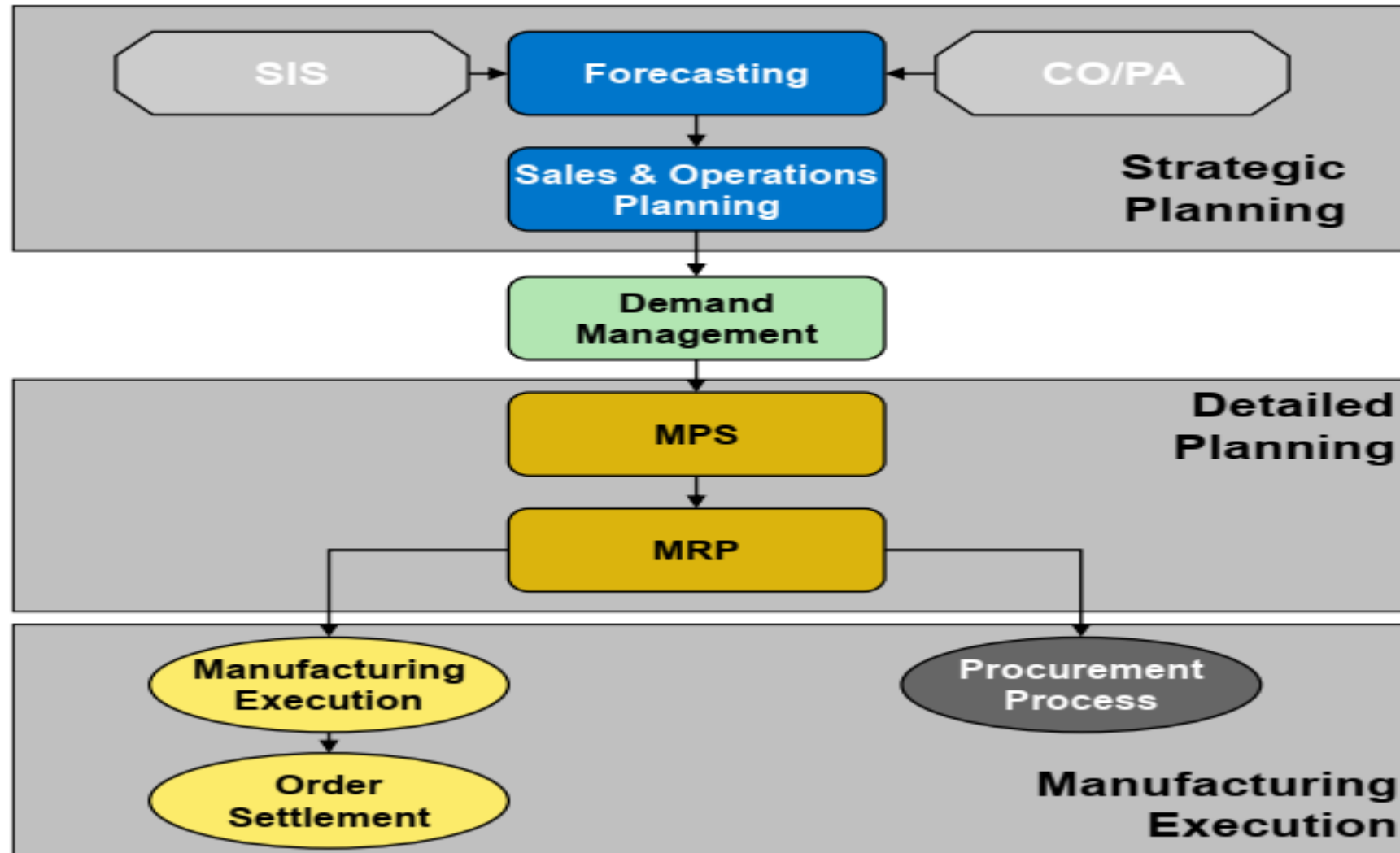
- ❖ Definition
- ❖ Types of production systems
- ❖ Material Requirements Planning



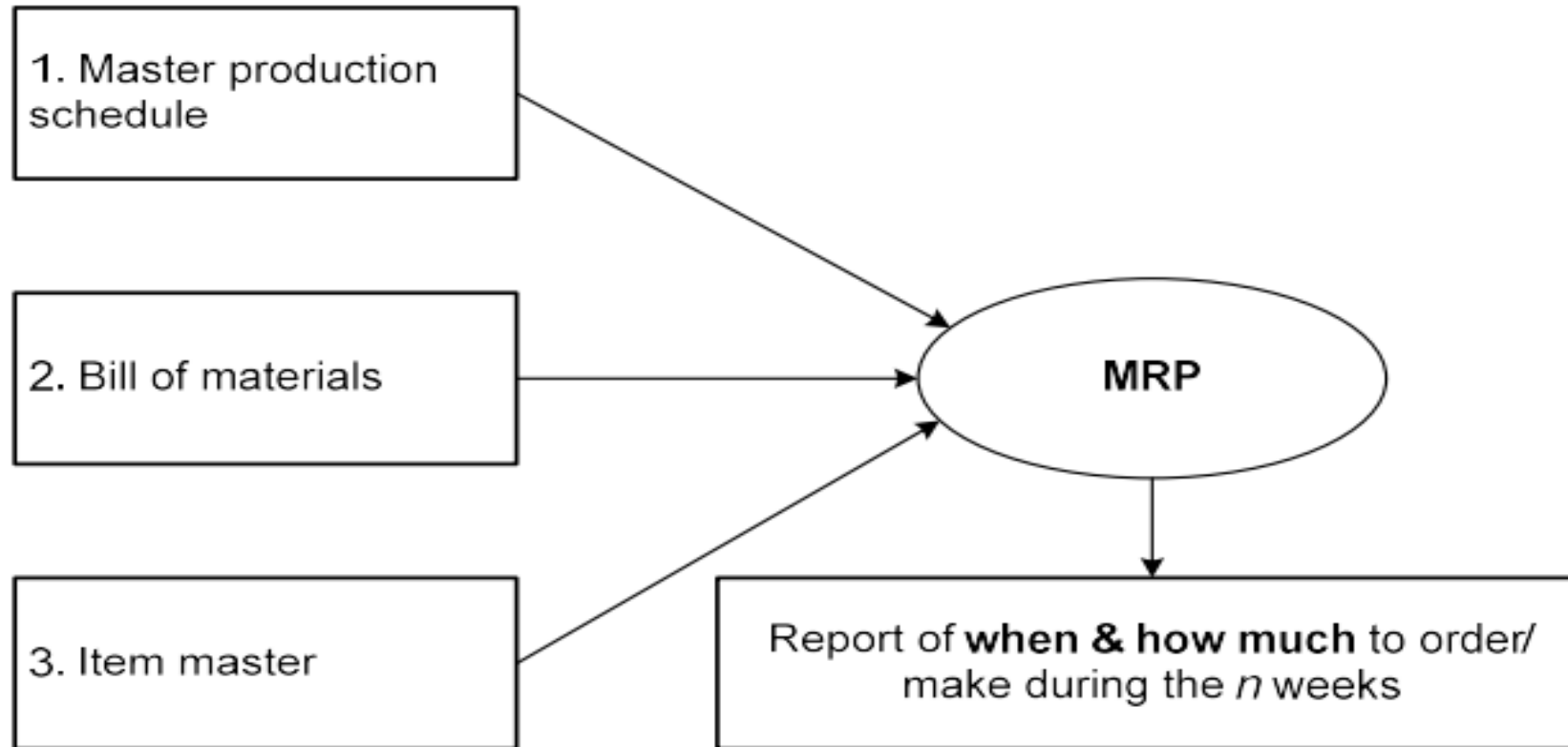
TYPES OF PRODUCTION SYSTEMS

- ❖ Make-to-stock (MTS): Finished product is produced prior to a customer order
- ❖ Assemble-to-order (ATO): Finished product is assembled in response to a specific customer order from prebuilt and purchased components
- ❖ Make-to-order (MTO): Finished product is produced in response to a specific customer order from purchased components
- ❖ Engineer-to-order (ETO): Finished product is designed, developed, and produced in response to a specific customer request

Production Process



MATERIAL REQUIREMENTS PLANNING



Source: Webster (1958)



THANK YOU

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