

PROMOTION PRESENTATION

Improve procurement efficiency and reduce inventory

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Section	: Purchasing 1
Join date	: 20/07/2020
Current Position	: Officer
New Position	: Supervisor

Achievement (FY22 – SEP/FY23)

Delivery control

+ Well-arranged material transfer TV in short lead time (Feb/23-Apr/23)

Inventory

+ Push back & cancel excess PO $\Delta \$764K/Y$

Others

+ Procurement leader Kaizen activities: cost $\Delta \$576K/Y$ time $\Delta 1,420h/Y$; $\Delta 1H/C$

New Assignment

FY2023

Operational Center (DIR. Iwamura)
Procurement 1 Dept (P.Anh GM / Huong AGM)

Purchasing 1
AM Huong

Purchasing 2
M Hong

Purchasing 3
AM Thuy

Local

ASEAN team

Giang - Sup

Add: AM Huong

Linh & 5 staff

FY2024

Operational Center (DIR. Iwamura)
Procurement 1 Dept (P.Anh GM /Huong AGM)

Purchasing 1
AM Thuy

Purchasing 2
M Hong

Purchasing 3
AM Huong

Local

ASEAN team

Giang - Sup

Linh - Sup

5 staff

Current job:

- In charge delivery & Inventory of 6 MY-SG vendors (3 critical vendors)
- Control VSBU inventory & delivery

New assignment:

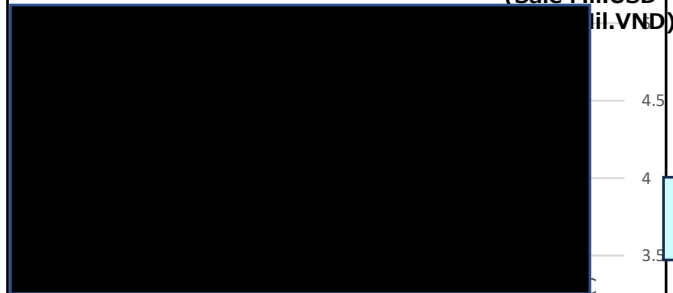
- Manage Asean team: 5 staff
- Control VSBU inventory & delivery
- Supervise Procurement innovation activities

- PSNV challenge target for sales - inventory
- Procurement operation: reduce fix cost & challenge to innovation

PSNV situation

- Sales not increase much**
Labor cost sharply rises

(Sale Mil.USD
Mil.VND)



Mission: Reduce fix cost

Procurement activity

Increase Efficiency

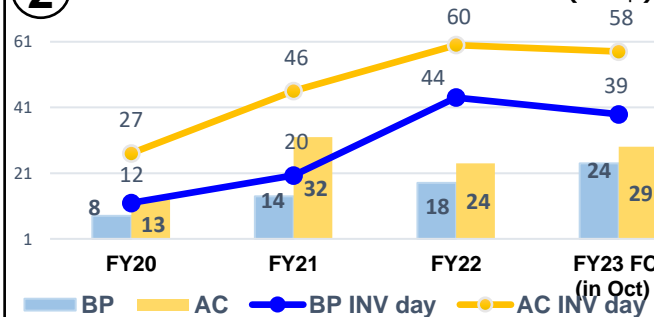
Project	Status
SA Project	Done
Warehouse free location	Planned ★
Customs Auto link SAP to Ecus	Done

My responsibility

Improve procurement efficiency and reduce inventory

1. Co-ordinate and solve all suppliers issue relating this project

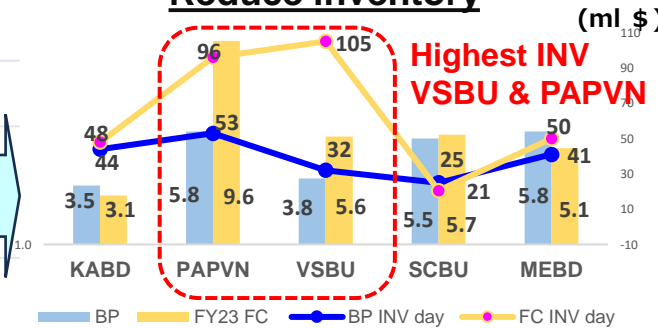
- INV AC&FC not achieve BP** (ml \$)



Mission: Reduce inventory

Improvement cash flow

Reduce inventory



Breakdown inventory by category
FC FY23 MAR/24

2. Strengthen and concentrate on decreasing inventory

Detail Activity

Target

Schedule

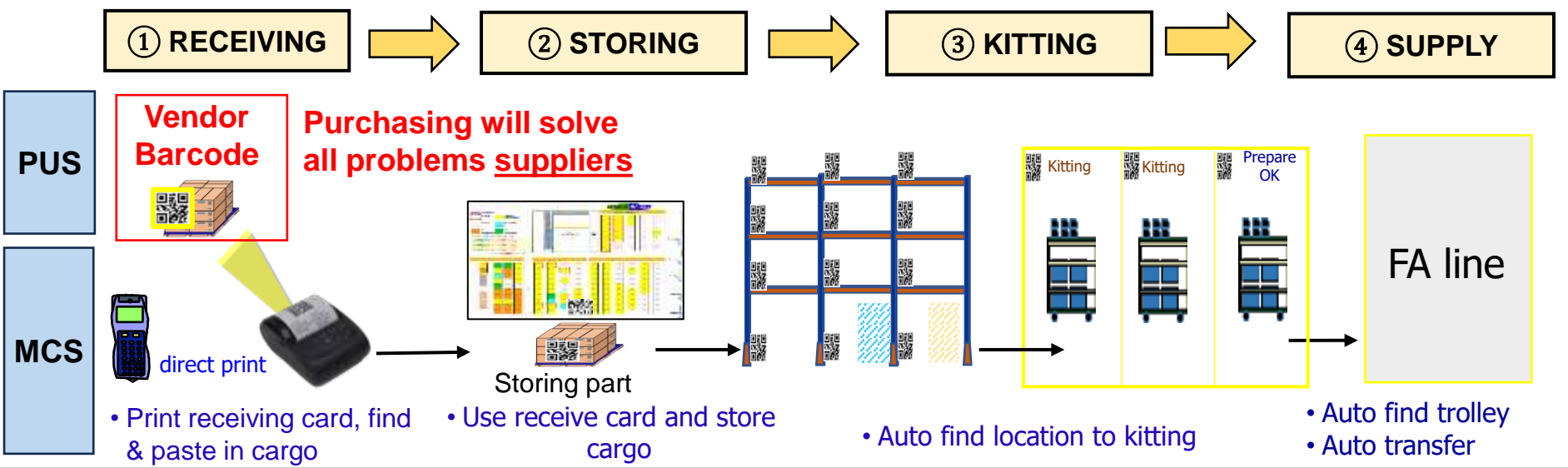
(1) Utilize <u>supplier barcode (83%)</u> apply W/H free location	100% apply	Dec/23~May/24
(2.1) Reduce VSBUS inventory (main my responsibility)	VSBUS Δ \$ 1.8ml	Sep/23 ~ Mar/24
(2.2) Standardize scheme & enhance re-sales (Asean factory)	Other BU/BD Δ \$0.51ml	Jan/24~FY24

- Contribute Free location project by solving problem of supplier barcode

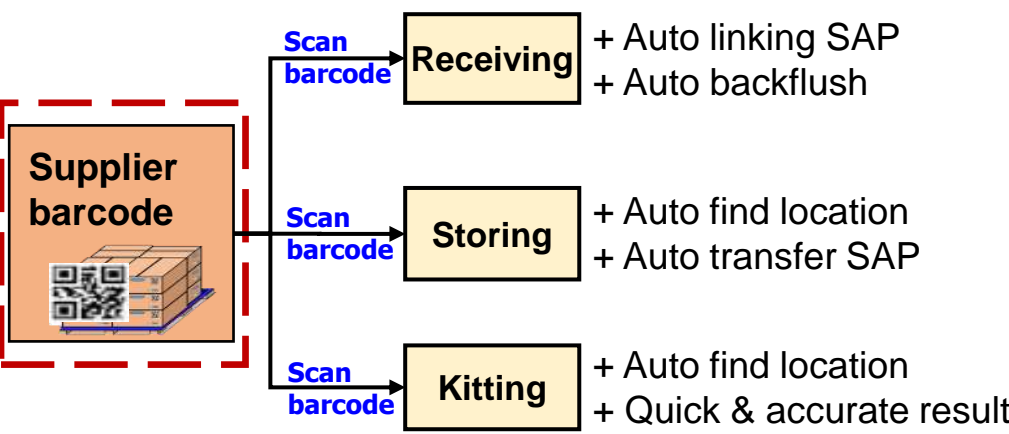
- Target: Improve efficiency all Procurement by barcode standardization

Target:
△ 100% apply

Procurement - Free location project overview

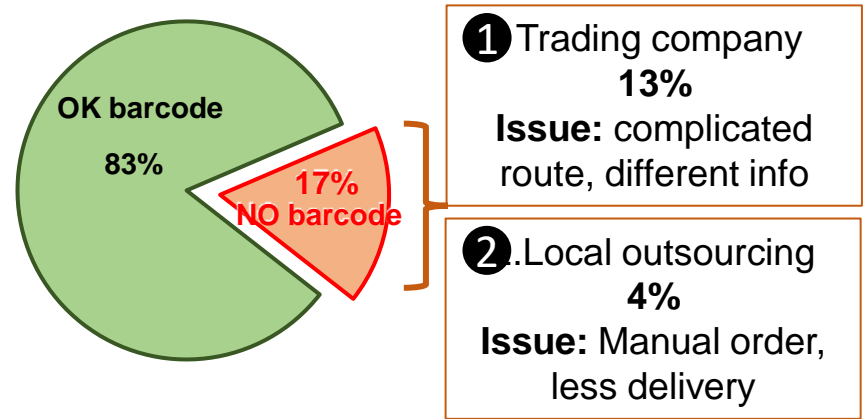


Supplier barcode important role



Key element auto-transaction

Supplier barcode situation

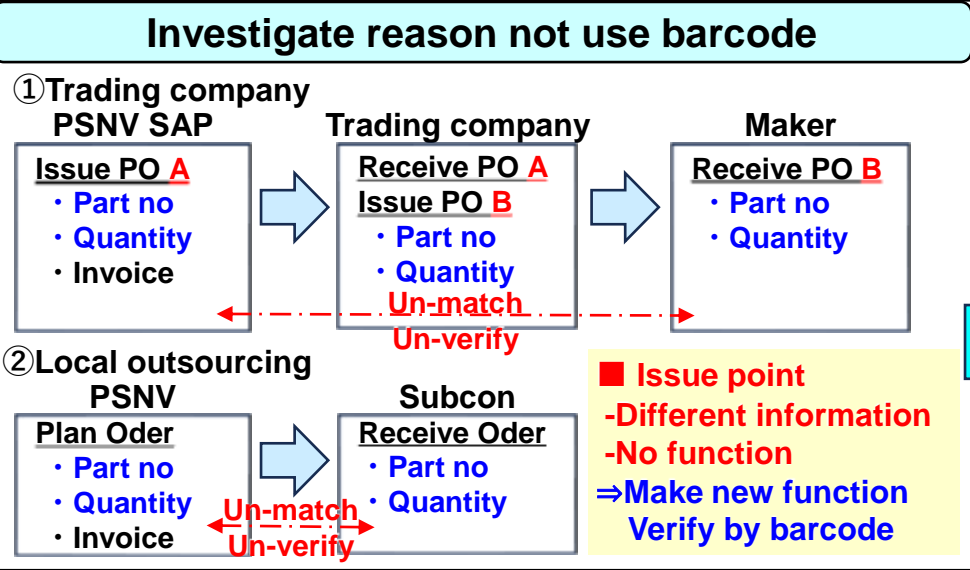


How to apply all suppliers barcode to complete project?

- Expand supplier barcode to improve MCS receiving process

- Target until May/2024: increase 83% to 100% all suppliers using barcode

Target:
△ 100% apply



My improvement idea


❖ Clarify necessary information

PO	No need
PO line	No need
Part number	Need
Quantity	Need


Can remove & simplify barcode format

❖ Request IT to develop new fuction

Part no
Quantity



2 main items
Verify



Detail Activity

Step 1
(Dec/23
->Jan/24)

☐ Discuss IT new design
- Simplify barcode design: Part & quantity
- Develop connecting system

Step 2
(Feb/24
-> Mar/24)

☐ Negotiate supplier to apply
- Meeting supplier & top management
- Explain how to use, merit

Step 3
(Apr/24-
May/24)

☐ Testing & Training
- Testing tool and new lot apply
- Training all office & warehouse

Set up new scheme for maker

- Matching maker & PSNV data
- Combine barcode, save time


App Bar code
(By PSNV)

Vendor production

QR Print
• Part No
• Quantity

Add QR code

IT function



Result

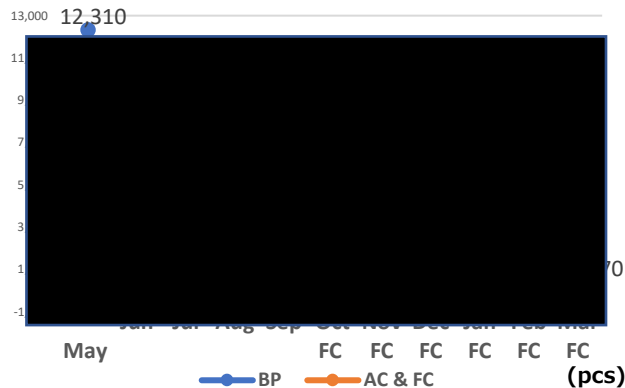
- ☐ Mar-24:
Increase apply
83- >90%
- ☐ Target:
May/24
Increase apply
90- >100%

- VSBU inventory situation: Buy PAVCKM (KM) stock 1 time but PSI drop
 - LGD Oled panel unique scheme and GPRD control

Target
 Δ \$1.8ml

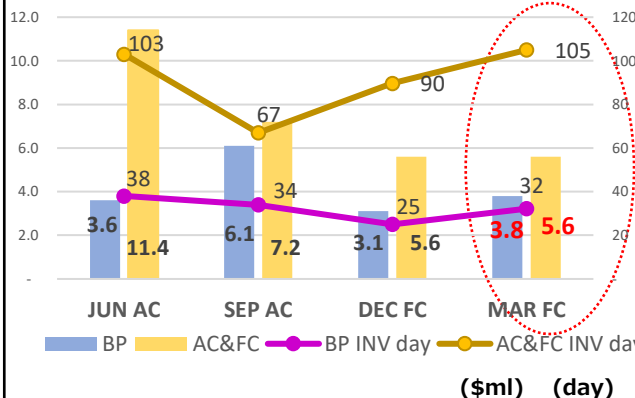
VSBU PSI drop sharply

PSNV excess stock due to FY23 PSI drop



High VSBU inventory

Inventory amt & day AC & FC not achieve BP

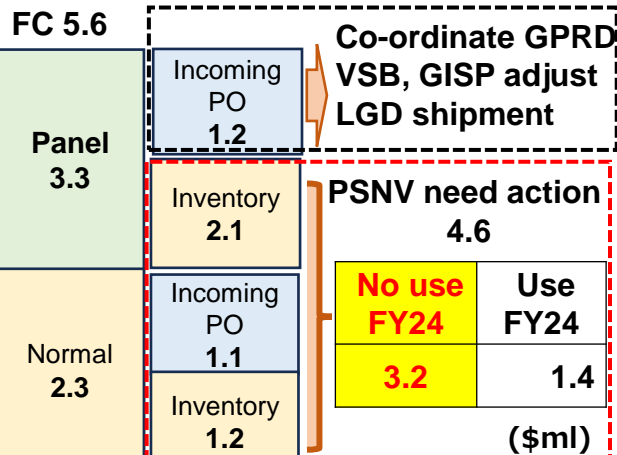


VSBU MAR/24 FC vs BP

BP \$3.8m FC \$5.6m (Not include TMP)



VSBU FC MAR INV breakdown



1. Cancel excess PO no use FY24

- ☐ Pick up top vendors
- ☐ Negotiate top management
- ☐ Report & follow monthly

Month	Oct	Nov	Dec
Δ \$ml	0.43	0.14	0.03

Result: Δ \$0.6ml

2. Resales Inventory to PAVCKM

- ☐ Meeting & set up target
- ☐ Negotiate detail scheme
- ☐ Co-ordinate concerning sections

Type	Total INV	No part	Amt \$ml
Unique		187	0.9
Common KM	3.3	135	1.4

Result: Δ \$1.2ml
 (Panel Δ \$1.0ml Δ Normal \$0.2ml)

Summary Result
 Δ \$1.8ml

1. Cancel PO Δ \$0.6ml -> Common & regular activity all BU/BD
2. Resales Δ \$1.2ml -> Remarkable result


How to expand this activity to other BU/BD?

- Based on VSBU resales result expand to other categories
- Study top excess amount and make scheme resales

Target (Asean team)
 $\Delta \$0.51\text{ml}$

Study demand all Panasonic group	Study top amount can resale	Target		
Study Sample: PAP B3FBZ0000267 excess \$168K Excess stock Other factory demand <div></div>	Total excess need resale <div></div> Total FC sell factories (Other factories REQ) <div></div>	ASEAN factory PMPC (RF) PMI (Audio) PAVCKM PSNM PAPAMY Others <div></div>	Common (item) <div></div>	Total \$ml <div></div>
	Resales factory location JAPAN ASEAN CHINA OTHER <div></div>			Maximum SELL 1.01

Leading ASEAN team to reach target

Activity	Result
ASEAN factory : Main factory can re-sell 	<ol style="list-style-type: none"> 1. Proposal scheme resales <ul style="list-style-type: none"> ➤ Pick up target list ➤ Discuss to propose resell flow 2. Negotiation re-sell Asean factory <ul style="list-style-type: none"> ➤ Hold meeting internal & factories ➤ Discuss price, delivery term, quality 3. Follow up Asean factory <ul style="list-style-type: none"> ➤ Report result and list up problem ➤ Weekly meeting, find solution
	<p>Resales total (Jan/24-end Feb/24)</p> <p>ASEAN team: $\Delta \\$0.14\text{ml}$</p> <p>Upcoming target (FY24)</p> <p>ASEAN team $\Delta \\$ 0.37\text{ml}$</p>

1. Review Activity Result

ACTION	FY2023				FY2024			Target	RESULT FY23	Plan	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3			FY24	Remark
1. Optimizing advantages of supplier barcode								100% apply	\$90% applied	100% apply	From Q2
2.1. Reduce VSBU inventory								\$1.8ml	\$1.8ml	\$0.2ml	Finish in Q2
2.2. Expand & strengthen resales activity								\$0.51ml	\$0.14ml	\$0.37ml	Finish in Q2

2. Other activities

NO	ACTION	TARGET	PLAN
1	Negotiate with vendor to reduce MOQ VSBU Set up direct account with main TV supplier	△ \$200K	Q1->Q2/24
2	Review amount and change consolidation warehouse in Singapore	△ \$15K	Q1->Q3/24

☐ Development Plan for Myself and Subordinates

No	CONTENT	FY 2023	FY2024									
			Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
For Myself:												
1	Learn more Management skill	----	Study & apply in job									→
2	Learn more Expertise skill		Study & apply in job									→
3	Learn more Soft skill		Study & apply in job									→
For Subordinates:												
1	Monthly meeting to discuss about difficulties in job & give action	----	Implement									→
2	Training & share experience in control inventory to PIC		Implement									→
3	Training & share experience in control delivery of critical parts to PIC	----	Implement									→

Slogan : Empowering minds, fueling innovation

**THANK YOU VERY MUCH
FOR YOUR ATTENTION!!!**