SSM 72 - SUPPLY-CHAIN MANAGEMENT

Introduction

Eliminating functional silos is an imperative if organizations are to achieve the high levels of customer satisfaction and reduced cost demanded of the supply chain. Eliminating these silos requires creative integration of critical functions that react with both suppliers and customers. The good news is that technology is an "enabler" that is helping the functions involved in supply chain management respond to these new demands. This seminar is designed to provide the processes and tools for Purchasing, Logistics, and Inventory activities to integrate their methods with suppliers and leverage technology to meet the needs of the organization.

Course Objectives

Upon completion of this seminar, participants will know:

- Concepts related to Supply Chain Management
- Technological tools to improve Inventory, Logistics, and Purchasing operations
- How to better integrate key elements of the supply chain
- Methods to reduce cost, inventory, and cycle time
- How to avoid common errors in reengineering
- Resources to increase their knowledge and skill sets

Training Methodology

This seminar will combine a variety of instructional methods including lecture by an experienced practitioner and consultant, exercises, and group discussions covering current practices and their relationship to the implementation of new concepts.

Organizational Impact

The organization will benefit by:

- Reduced cost of purchased materials & services
- Reduced Investment in Inventories
- Developing an integration strategy for Purchasing, Logistics, and Inventory
- Improved supplier performance and reduced cycle time
- Higher productivity of those involved in the materials management process

Personal Impact

Attendees will gain by participation in this program as a result of:

- Increased skill sets in supply chain management
- A greater sense of professionalism
- Knowledge of cost reduction practices
- Greater ability to lead in developing integration projects
- Increased recognition by the organization due to improved performance

Competencies Emphasized

Attendees will gain in the following competencies as a result of the program:

- Developing spend profiles
- Understanding strategic sourcing
- Reengineering in supply management
- E-Procurement tools
- ·Economic order quantities
- Common logistic processes
- Cycle time reduction
- Vendor managed inventories
- Managing supply risk
- Modern tendering processes
- Issues related to outsourcing

Who Should Attend?

Managers and professionals involved in purchasing, logistics, operations, and inventory activities that want to learn how better supply chain integration can bring significant improve to the organization's performance.

COURSE OUTLINE

Day 1 - Supply Chain Integration

Integration = Supply Chain Management

- The Demand for Organizational Renewal
- Defining supply chain management

Integration Framework

- Benefits and Barriers
- Stages of integration

Where to Start the Integration Process

- Get rid of the “Cs”
- Aggregating the spend
- Developing the spend profile
- Defining Commodity/Service Groupings

Integration Requires Alliances

- Defining the alliance
- The alliance process
- Success factors and barriers to Alliances

Day 2-Reengineering the Processes

Changes in Supply Chain Responsibilities

- Major categories of change
- Map your supply chain
- Achieving supply chain alignment

The Need for Process Change

- Reengineering is a must
- Common errors in reengineering
- The basics of reengineering

Keys to Successful Integration of e-Tools

- Skill sets
- Best practices implemented
- The major advantages of e-Tools

Day 3 - Integration Tools

Technology and Supply Chains

- The challenges of integration
- Enterprise resource planning (ERP)
- Strategic Sourcing Software

Technology Tools for Supplier Relationship Management (SRM)

- Components of supplier relationship management
- Impact of online SRM
- Features to look for in SRM system

Common Logistic Processes

- Forecasting and Inventory Control
- Developing Economic Order Quantities
- Fixed Order Quantity Systems

Day 4-Applying Concepts & Technologies

Common Logistic Processes

- Transportation
- Warehousing
- Customer Service

Improvement Initiatives-Cycle Time Reduction

- Cause of long cycle time
- Reduction Opportunities
- Steps in cycle time reduction

Vendor Managed Inventories

- Types of vendor managed inventories
- Integrated supply
- Collaborative planning, forecasting and replenishment

E-Reverse Auctions

- Driving Forces
- How do they work
- Issues involving e-Reverse Auctions

Day 5-Managing Sourcing Risk

Expressive Bidding

- The new tool for complex bid evaluations
- Providing the analytics for integration
- The key concepts

The Outsourcing Issue

- Advantages to insourcing
- Advantages to outsourcing

Identifying and managing supply risk

- Where do things go wrong
- Types of risk
- Managing the risks

Developing the Integration & Technology Strategy

- Elements to be considered
- Establishing the management environment
- Steps in defining and implementing the strategy