

# Supply Chain Management (SCM)

## 2 Day Highly Interactive Workshop

### Workshop Overview

Margins for companies are constantly shrinking due to increasing demand for price reduction. To be able to survive in the market, companies have to cut cost in all areas and this necessitates extended focus on supply chain costs and an apt technique to identify trivial costs.

An interesting question related to this is, what should a company aim for, when designing a supply chain? Does supply chain excellence imply to have very short lead-time and high delivery precision or is it to achieve a low cost for the supply chain? This differs a lot between different companies and also at different times. A trend has been that a company is focusing on cost one year and the next year they focus on performance.

In the beginning of the 80's, the focus was on cost effective supply chains. During the coming years, quality was in focus and then in the end of the 80's, the focus went back to cost. In the beginning of the 90's, it was highly availability that gave market shares. The strategy was to combine cost effectiveness to the break-even point between forecast driven flow and customer order driven flow.

In the end of the 90's, many companies had reached high availability. During the first decade of the 21st century, shorter lead-time came into focus. The same factors of quality, cost, availability and lead-time were considered, but priority did differ.

Performance measurements and efficiency measurements have been two interesting areas in this work, in the years to come. The challenge for a company is to combine the cost (establish high facility utilization, low capital investments) and performance (short delivery times, high delivery precision, satisfied customers, short lead times, shorter days of inventory) and optimize both of them to get the best result for the company.

The main objective for a company is to provide service to the final customer but at minimal cost. The most efficient supply chain is the one that has the lowest possible cost and at the same time meet customer's expectations on service like delivery precision and lead-time

Today an inclusive integration of parameter of efficiency dynamic to the global market is what is needed.

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### Program Charter: Objectives / Benefits

- To provide a standard language for SCM
- To establish a basis to analyze supply chains
- To facilitate internal and external benchmarking
- To illustrate the best practices of SCM in the industry
- To compare the current and the proposed systems for benefits
- To combine cost and performance concepts for financial and non-financial measurements
- To prove the level at which supply chain efficiency in a company should preferably be measured
- To present various ways of measuring performance and improving productivity of the supply chain
- To integrate the benefits of cost, productivity, lead-time, waste reduction, quality to performance
- To suggest quantitative, qualitative methods, measurements to evaluate the efficiency of a supply chain

### Paraphernalia for SCM performance Evaluation (During Implementation)

- Designs & Devices
- Features & Factors
- Models & Methods
- Tools & Techniques
- Metrics & Measures
- Systems & Standards
- Practices & Purposes
- Controls & Constraints
- Processes & Procedures
- Deviations & Deliverables

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