

# HERB SHIELDS

## BUILDING BLOCKS OF SUPPLY CHAIN MANAGEMENT...

### OLD DEFINITIONS:



END TO END PROCESS



THE BETTER PICTURE:



### PARTNERS

There is a limit on how many Supply Partners you can have...

... Involve Senior management...  
 ... Don't wait for a crisis.

- CHALLENGES
- Implementation
  - Monitoring & quality
  - Quality of shore
  - Finding the right suppliers...

Communication is the KEY to making it work



EFFECTIVENESS = Collaboration across the organization

- Provide Resources
- Have good people
- Software Systems work

- GROUP & TEAM FUNCTIONALITY
- RELATIONSHIP BUILDING SKILLS
- COMMUNICATION SKILLS
- TRAINING/DEVELOPMENT

### THE DIFFERENTIATORS

Includes: STRATEGIC SOURCING

### 4 STEP PROCESS...



FINDING THE RIGHT SUPPLIERS

Includes: CORE COMPETENCIES

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Lining up: SUPPLY CHAIN Strategy with COMPANY STRATEGY

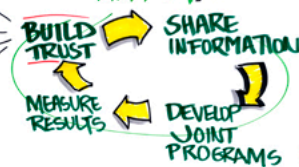
THE RIGHT PEOPLE DOING RIGHT JOBS

- MATERIAL CLASSIFICATION
- SPECIFIC ACTIONS
- STRATEGIC APPROACHES
- PEOPLE, TOO

### SOURCING TEAMS

- Cross functional
- Commodity-focused
- Empowered
- Global

WORKING WITH THEM...



- SHARE STRATEGIES
- OPEN BOOKS
- SHARE RESOURCES
- JOINT PROBLEM-SOLVING

### SUPPLY CHAIN MEASURES:

- TOTAL COST
- CUSTOMER SATISFACTION
- INVENTORY VELOCITY
- QUALITY OF SERVICE/SERVICE
- GREENNESS
- Measure in your supply chain

Get in touch!

www.HShields Consulting.com  
 OR hcsconsnb@aol.com

RECORDED BY Susan Kelly 2107