When you hear "Supply Chain Basics" What comes to mind?

Your Supply Chain

End to End Process

- Right product
- Right quality
- Right cost
- Right time
New Definition

Supply Chain

Is

People

What Determines Effectiveness?

Collaboration

The ability of people to work together across departmental and company boundaries

What You Can Take Away

- How do I ensure ideas get implemented?
- How do I bring other people with me?
- How do I make my supply chain process more effective?

Your 2007 Challenges

- Implementation of lean manufacturing with key suppliers
- Monitoring and ensuring suppliers meet quality and delivery requirements
- Ensuring quality when dealing with offshore suppliers
- Finding the right suppliers
Finding the Right Suppliers
- Company strategy
- Supply chain strategy
- Commodity plans
- Sourcing teams

Company Strategy
- Customers and markets
- New products
- Core competencies
- Organization structure

Supply Chain Strategy
- Customer service
- Manufacturing / outsourcing
- Strategic sourcing
- Transportation, distribution, and logistics

Strategic Sourcing
Alignment of Supply Chain Strategy with Company Strategy
Commodity Plans

- Short term – 1 to 2 years
- Focused on
  - How many/which suppliers
  - Total cost
  - Material availability
  - Supplier quality

Sourcing Teams

- Commodity focused
- Cross functional
- Empowered
- Global

How to Work Effectively with Suppliers

- Build Trust
- Share Information
- Develop Joint Programs
- Measure Results

Building Trust

- Share strategies
- Open books
- Share resources
- Joint problem solving
Partnerships

- What is a partner?
- Do we need partners?
- How many supplier partners can we have?

Supply Chain Measures

- Total cost
- Customer satisfaction
- Inventory velocity
- Quality of product/service
- "Greenness"
Optimizing Your Supply Chain

- Most companies provide the resources
- Most companies have good people
- Most software systems work

Differentiators

- Group/team functionality
- Relationship building skills
- Communication skills
- Training/development

Thank You

For more information, visit:
www.HShieldsConsulting.com

- or -

e-mail Herb Shields at hcsconsnb@aol.com