

# A Supply Chain Management Presentation for:



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**TOMPKINS**  
A S S O C I A T E S

**TOTAL SUPPLY CHAIN SOLUTIONS**

■ OPERATIONS CONSULTING ■ TECHNOLOGY IMPLEMENTATION ■ INTEGRATION

# Supply Chain Management - Definition

The supply chain is the network of business partners from raw materials to the consumer including manufacturing, distribution, transportation, wholesaler, retailer and any other supplier that participates in the production, delivery and the sale of a product or service.

Supply Chain Management (SCM) and Execution (SCE) are the interactive and collaborative processes and tools that leverage strategic relationships within the supply chain through personal and electronic communications for the sharing of confidential and mission critical sales, forecasting, planning, purchasing and replenishment data with the ultimate objective of maximizing efficiencies, reducing costs and increasing profits by proactively insuring that the right product is delivered to the right place at the right time.

**Through strong partnerships with a commitment to collaboration there will no longer be competition among companies, but competition among supply chains.**

# Supply Chain Problem and Solution

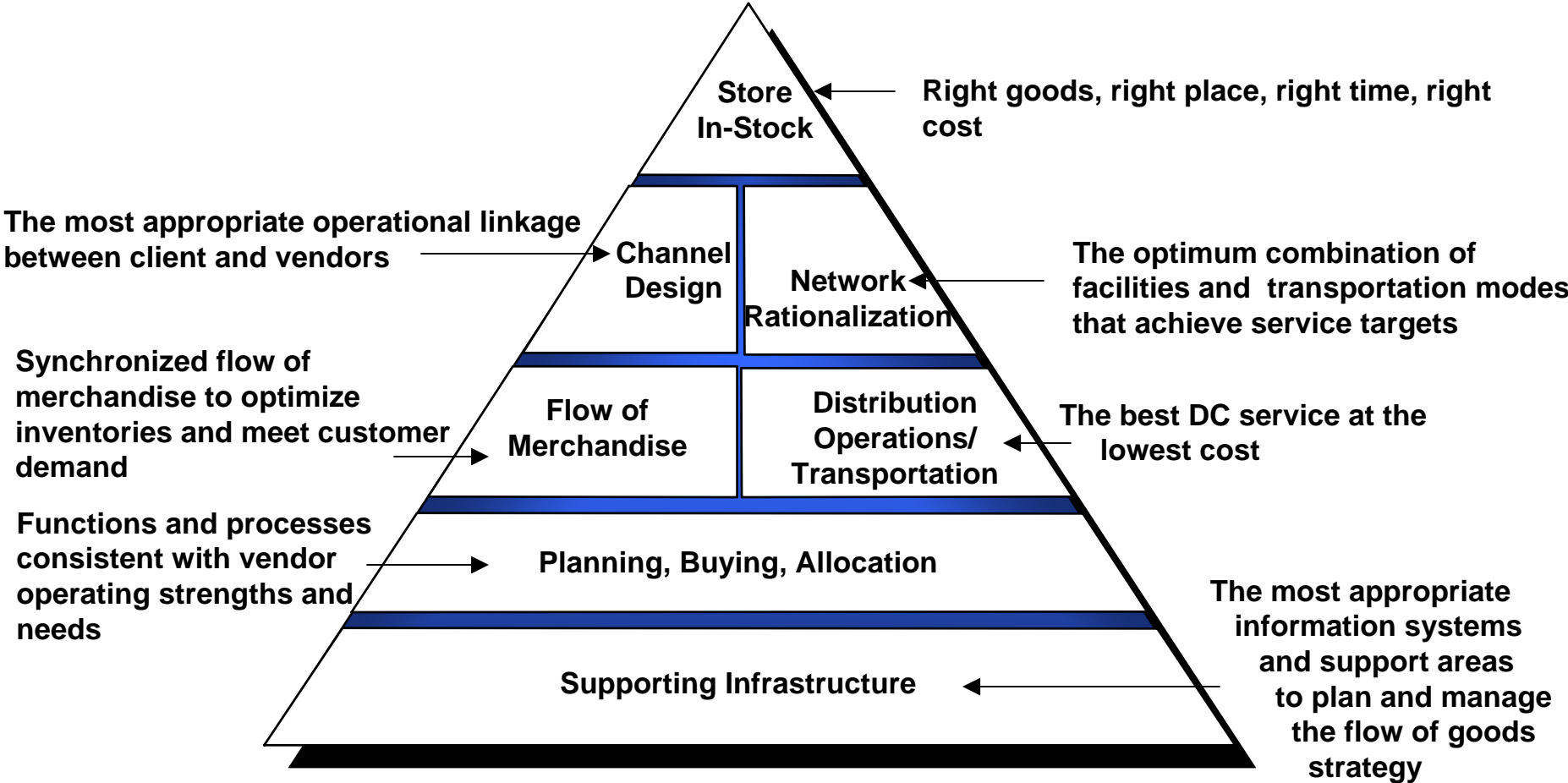
## **The Problem With Traditional Retail Supply Chain Process:**

- **Limited knowledge/experience in Supply Chain practices (no idea to leverage independent relationships with partners or how to build/leverage industry cooperatives)**
- **Supplier-Retailer relationships are limited to buy-sell transactions – no strategic planning, forecasting, etc.**
- **Communications and operations are outdated legacy models (phone, fax, email, etc.)**
- **Significant amount of time and effort spent on manual, labor intensive operations**
- **Best practice tools and technology are expensive and out of reach for independent small to mid-size businesses**

## **Solution:**

- **Supply Chain education – develop a knowledge and understanding of best practices and how they apply to your specific ecosystem (disciplines, tools, costs, benefits, opportunities)**
- **Develop a short-term and long-term strategic plan for building a world-class, competitive supply chain**
- **In the CRI environment, determine, develop and deploy a cost effective hosted and shared solution**

# Supply Chain Components



# Supply Chain Goals and Objectives

- **Create an awareness of the supply chain structure including organizations, capabilities, strengths, weaknesses and opportunities for improvement**
- **Build a stronger supply chain through the development of bonded and collaborative relationships with business partners**
- **Increase supply chain end-to-end visibility with real time communications of inventory requirements, orders, shipments, payments and performance**
- **Improve forecast, planning and replenishment accuracy**
- **Reduce costs and increase profits through increased efficiencies, negotiations and compliance**
- **Reduce inventory levels through inventory management disciplines**
- **Improve service levels through performance management**
- **Get the right product in the right place at the right time**

# The Six Levels of SUPPLY CHAIN EXCELLENCE

