



ACE SCM SOLUTIONS



Presents
**Two day Training Program on
“Profitability Improvement”**

Anil Sathe (Founder & Principal-Consultant)

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INTRODUCTION

You don't need to be a supply chain expert to know that the sector has undergone some radical changes over the past decade. These have ranged from the onslaught of cheaper manufacturing bases in the East and the lengthening of the supply chain, to the rise once more of traditional manufacturing bases in the West as costs rise in China.

The advent of new technology has further propelled the sector's evolution. It has enabled the supply chain to become more collaborative, support new specialisms and respond to changing demands. Against this backdrop of continuous change the sector faces many challenges which, if not addressed, have the potential to break the supply chain.

This program will discuss these challenges and show the opportunities it offers to improve profitability and build supply chains that can deliver consistently.
Who should attend?

Promoter, Directors and senior supply chain professionals from Sourcing, Costing, Logistics, Finance professionals in Pricing, costing and manufacturing engineering managers

Key Takeaways

- ✓ Build effective sourcing strategy
- ✓ Waste elimination tools
- ✓ Use of technology for profitability improvement
- ✓ Spend analysis for driving improvements
- ✓ Make decisions with total cost reference
- ✓ Focus on quality for cost reduction

Mode of Conducting

The content delivery will be through PowerPoint Presentations, Video Clippings and Case Studies. Participants will be encouraged to contribute and share their knowledge and experiences so as to get their understanding to get further fine-tuned.

Program Agenda

Integrated supply chain

- ✓ Align with corporate strategy
- ✓ Multi-disciplinary and integrated approach
- ✓ Role in new product development
- ✓ Customer interface

Planning and forecasting

- ✓ Aggregate planning
- ✓ Demand forecasting
- ✓ Planning for uncertainty
- ✓ Collaborate with key suppliers

Global Sourcing

- ✓ Lower trade barriers
- ✓ Multiple options for commodities /components
- ✓ Impact of exchange rate variation
- ✓ Improved visibility

Total cost

- ✓ Cost iceberg and hidden costs
- ✓ Fixed and variable costs
- ✓ Design and development support
- ✓ Control over second tier suppliers

Cost of poor quality

- ✓ Importance of customer feedback
- ✓ Build quality in supply chain
- ✓ Impact of social media
- ✓ Product recall

Spend analysis

- ✓ Data collection
- ✓ Analysis
- ✓ Category management
- ✓ Strategies for improvements

Waste reduction

- ✓ Material and process wastage
- ✓ Cost impact
- ✓ Invisible waste
- ✓ Strategies to reduce /eliminate wastage

Working capital management

- ✓ Cash conversion cycle
- ✓ Value addition analysis
- ✓ Inventory management
- ✓ Lead time improvement

Outsourcing

- ✓ Outsourcing with benefits
- ✓ What do we outsource?
- ✓ Outsourcing process
- ✓ Monitoring benefits

E – Procurement

- ✓ Process driven approach
- ✓ Build transparency and speed
- ✓ Reach the suppliers round the globe
- ✓ Analytical support

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