



ACE SCM SOLUTIONS



Presents
**Two Day Program on
“Supply Chain – Building Competitive Advantage”**

Anil Sathe (Founder & Principal-Consultant)

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INTRODUCTION

We live in a world where competition is no longer company versus company; it is supply chain versus supply chain. Thus, there is a growing realization that the supply chain is critical to business success and companies are looking to formulate integrated supply strategies on local, regional and global basis, in order to improve supply chain performance.

This program highlights ways in which, companies can build market share, increase return on investment, add value, and improve their competitive position through effective supply chain management.

It gives insight into the relationships between operations, finance, marketing and supply chain management and explains how these can be integrated to provide value for customers and lower costs.

Key Takeaways

Participants of this program would:

- ✓ Improve understanding of the trends in Supply Chain Management
- ✓ Understand planning, inventory and working capital management
- ✓ Leverage logistics value into marketing strategy
- ✓ Achieve supply chain success through collaborative relationships
- ✓ Improve information flow across the supply chain
- ✓ Add value and increase competitive advantage through logistics
- ✓ Minimize impact of economic uncertainty & supply chain disruptions
- ✓ Build competitive advantage using Supply Chain Strategies.

Who Should Attend?

Senior executives and managers involved in the operations function and/or in the overall management of the supply chain and/or of key elements of the supply chain. This includes senior operations managers, procurement managers, logistics managers, and industrial engineering managers/directors

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 SCM & global sourcing

- ✓ Align with corporate strategy
- ✓ Live in VUCA world
- ✓ Source in Global village
- ✓ Multi-disciplinary and integrated approach

Spend analysis

- ✓ Build value through analysis
- ✓ Consolidate the commodity-wise spend
- ✓ Eliminate tail, wasteful expenses
- ✓ Contract compliance

Demand Planning & Forecasting

- ✓ Connect with the customer
- ✓ Be prepared for changes
- ✓ Understand importance of lead time
- ✓ Avoid obsolescence

Inventory and working capital management

- ✓ Design and plan for inventory
- ✓ Decide on Inventory and location
- ✓ Minimize impact on working capital
- ✓ Standardize and create modular designs

**Supply Chain Relationships**

- ✓ Role of strategic relationship
- ✓ Create successful relationships
- ✓ Succeed through Collaborative Relationships
- ✓ Win-win strategy for sustenance

Risk management

- ✓ Understand nature and types of risks
- ✓ Identification and assessment of financial impact
- ✓ Manage legal aspects
- ✓ Set up surveillance /defense mechanism

Leveraging Logistics Value into Marketing Strategy

- ✓ Understand logistics scenario in India
- ✓ Define scope and value creation
- ✓ Link the goals to marketing strategy
- ✓ Build customer connect

Warehousing and distribution

- ✓ Role of warehouses and transportation in meeting customer needs
- ✓ Provide value added services
- ✓ Use technology to improve customer service and reduce costs
- ✓ Use 3 PL services

Contact Us:



Anil Sathe
(Founder & Principal-Consultant)

Ph.: +91 9987262667 / 91 22 28460083

Email id: anilssathe@yahoo.co.in

Website: <http://www.acescmsolutions.com/>