

Supply Chain Optimisation Management

Learning Goals

Following this module, participants will be able to:

- Turn supply chain management into a competitive advantage.
- Create value for all actors across the chain.
- Strategically manage all types of flows.
- Achieve global efficiency by involving the supply chain from suppliers to customers.

Target group

- Purchasing managers who wish to leverage an integrated supply chain strategy.
- Supply chain practitioners who would like to enhance their knowledge of purchasing execution and challenges.
- Experts in fields such as Information Systems, Logistics & Warehousing, Finance, Production, Quality, that wish to develop a greater understanding of how Purchasing and Supply Chain should be integrated with their specific area and processes.
- Sales development people who wish to improve their understanding of the impact of Customer related inputs in the overall efficiency of the Supply Chain and Purchasing.

Methods and tools

- Presentation of supply chain management concepts
- Workshops around examples and cases
- Plenary discussions
- Simulation exercises to demonstrate supply chain dynamics

Credit for



DAY 1

Supply Chain management

- Definitions: Is Supply Chain more than Purchasing?
- From Inputs, Conversion and Outputs to the virtual Supply Chain company

Review of Inventory Management notions

- Global environment, modelisation of flows, Business Processes, Stakeholders
- The Forrester effect, the JIT of demand and players
- The Iceberg of inventories: from price to cost, from cost to value
- Ordering optimisation techniques and systems integrations (EOQ, ERP, VMI, Safety Stock, etc)
- KPI's, logistics flows, complex supply chains mapping and improvements

Implementing Supply Chain orientated negotiations with Suppliers

- Terms & Conditions, advanced parameters of optimisation
- Rights and duties of Supply Chain actors

Practical cases and workshops

DAY 2

Strategic impact of Supply Chain Management

- The life cycle's dynamics: from TTM to TTT, TTV, TTC, TTR?

- Supply Chain maturity levels
- Full process of Supply Chain implementation in the Purchasing environment

Tool Box of Supply Chain Optimisation management

- Procurement and Planning Structure
- Warehousing and Logistics organisation
- Financial and company-wide targets
- Purchasing impacts
- Negotiation and functional processes
- Communication and influence of internal customers
- Final customers/markets constraints integration

Global logistics

- International logistics
- The role of 3PL & 4PL partners
- Incoterms refresher

Supply chain excellence

- From CRM and SRM to GRM: Global Relationship Management
- The 6SCORE: tool of global performance measurement and coaching along the Supply Chain

Going further...

- Time compression techniques
- Lean and agile supply chains
- Demand planning and forecasting techniques
- Sales & Operations planning



This module can also be taken on an independent basis.