

Supply Chain Design and Alignment

Seminar Description:

A supply chain let's a company move product from its source to its final consumption. Companies now use their supply chain as a competitive weapon to compete. The activities, numbers, and locations of supply chain facilities is critical if not key to the success of the supply chain. It is argued that the bulk of a supply chain's costs are tied up in these three factors. The most successful companies recognize this and spent significant time up front and early on, designing a supply chain that's supportive of the business goals.

In this course, you will learn the building blocks of the successful supply chain network. In addition, you will how to get successful results from your network via the use of concepts, case studies, and the initial use of the supply chain simulation, "The Fresh Connection"

This seminar will teach you the following:

- The basic elements of a supply chain network
- Building a basic model of a supply chain gives you a complete picture
- Analyzing a supply chain gives you understanding of opportunities
- Picking the best model gives you the opportunity to simulate and play "what-if"
- The connection of critical network success factors to the daily activities within a supply chain

Ideal learner:

- Those new to supply chain who want to learn and understand the discipline
- Leaders and individuals responsible for building a successful supply chain
- Managers and leaders who want to provide better guidance to their employees in building a successful supply chain
- Anyone who teaches or consults in Supply Chain management, Operations Management, Lean, or Six Sigma

Put these practical new skills to work immediately:

In this seminar, you will learn the following:

- How to build a basic model of a supply chain
- How to analyze a supply chain model
- How to pick the best model

Your expert instructor:

Chuck Nemer has 38 years of experience with organizations in all phases of manufacturing operations and supply chain. His ability to lead, integrate business processes, and critically think out unique solutions, is used to successfully assist clients in understanding their manufacturing dynamics and implement improvements.

Chuck has a B.S. in Accounting from the University of Minnesota and an M.A. in Leadership from Augsburg College. He teaches Operations Management at Metropolitan State University and various other universities within the Midwest. In additional he has taught APICS certification courses for the Twin Cities chapter since 1990. Chuck also consults for companies in Supply Chain management, Supply Chain Finance, Operations Management, Lean, Leadership, Workforce Development, and Finance

Supply Chain Strategy

Seminar Description:

A company's competitive strategy is the pattern of decisions it decides on which then defines the set of customers and their needs they seek to satisfy by its products and services. This same strategy gets defined by how a customer prioritizes the characteristics of cost, speed, flexibility, quality, etc. What this means to supply chain management is, the folks responsible for defining, creating, and managing the supply chain, must decide on a patterned set of decisions that is in support of the company's competitive strategy.

In simple terms it means a company must decide on where "north on the compass is", work to have everyone "rowing the boat in the same direction", and lastly, build and implement a culture where "everyone plays in the sandbox nicely together"

This seminar will teach you the following:

- Understanding supply chain capabilities and customer needs is the basis of strategic fit
- The objective and importance of supply chain decisions to strategy
- The various views of supply chains can yield important insights for opportunity
- The challenges in managing a supply chain across its life cycle

Ideal learner:

- Those new to supply chain who want to learn and understand supply chain strategy
- Leaders and individuals responsible for building a successful supply chain strategy
- Managers and leaders who want to provide better guidance to their employees in building a successful supply chain strategy
- Anyone who teaches or consults in Supply Chain management, Operations Management, Lean, or Six Sigma

Put these practical new skills to work immediately:

In this seminar, you will learn the following:

- How to create a supply chain strategy that reconciles marketplace needs with supply chain capabilities
- How to implement and manage a supply chain strategy
- How to modify and/or adapt the supply chain strategy to changing conditions
- How to roll out a supply chain strategy to its relevant audiences

Your expert instructor:

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Supply Chain Reliability Decisions

Seminar Description:

Meeting your commitments is foundational to any kind of success you hope to have in your organization. It's difficult if not impossible to rely on you for a supplier if I can't have any faith you are capable of meeting your commitments. The elements of reliability are processes that are capable and stable, having the right inventory in the right place at the right time, suppliers to you who can deliver within a promised window of time and do it reliably, and lastly, making realistic promises to your customers as well as getting them to commit to you in a responsible manner

This seminar will teach you the following:

- Setting appropriate service level commitments and order deadlines are not the same, and may be better than, promising the customer everything
- Strategically setting safety stocks for both levels and locations can improve supply chain performance as well as decrease inventory
- Positioning operational resources in the correct manner in a factory is what bridges successfully the inputs and outputs of a supply chain
- We're only as good as our suppliers so proper commitment levels by the supplier are key to kicking off a successful supply chain

Ideal learner:

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Put these practical new skills to work immediately:

In this seminar, you will learn the following:

- Set the correct service level commitments and order deadlines for customers
- Position the correct safety stocks at their appropriate levels
- How to size your operations with respect to resources to successfully support the supply chain
- Set effective requirements on your suppliers for delivery reliability and windows

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Supply Chain Batches and Production Frequency Decisions

Seminar Description:

Batch sizes affect work in process levels, manufacturing lead-times, finished stock levels, and even customer service levels. Lean tells us we should drive towards a lot size of one. No one can really argue with that but it doesn't happen overnight or automatically. As we drive towards this, we have to contend with the proper lot size and production frequency in the interim. Impacting these decisions as well are things like shelf life, unit of trade, lot sizes and unit sizes from suppliers. The understanding of the impact of all these variables on each other as well as the output to the customer is a key component of success.

This seminar will teach you the following:

- Setting lot sizes in both production and purchasing has a direct impact on not just production throughput but variability of demand
- Shelf life of your products and raw materials is an important modifier in setting batch sizes and how often to build
- The "golden thread" impact of setup reduction

Ideal learner:

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Put these practical new skills to work immediately:

In this seminar, you will learn the following:

- How to correctly set batch sizes for production
- How to correctly set lot sizes and trade units for production and purchasing
- The process for analyzing a setup for reduction opportunities
- How to calculate the financial impact on a supply chain of a setup reduction

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Supply Chain Speed and Quality Decisions

Seminar Description:

We typically think of speed and quality decisions as smaller lots more often, taking out wait and move times, and product quality related activities. And these are all legitimate. However, when you think more broadly and look at speed and quality from a supply chain perspective, we have to additionally look at more issues. Some of which are payment terms; we need to think about the speed of cash throughout a supply chain, modes of transportation; which is the quickest and best way to ship materials, as well as some more traditional issues like maintenance, breakdowns, and incoming inspections. All of which can inhibit the ability of materials to move through the supply chain in an efficient and effective manner

This seminar will teach you the following:

- Opportunities to improve speed and quality within a supply chain must also include decisions on information, cash, resources, and the use of them
- Supplier selection beyond just looking at price and lead-time has an important impact on your ability to perform faster across the supply chain
- The multiplicative effect manufacturing lead-times can have on a supply chain

Ideal learner:

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Put these practical new skills to work immediately:

In this seminar, you will learn the following:

- How to determine the impact of changing payment terms on speed, quality, finance and performance
- Calculate and project the impact on production and throughput by eliminating breakdowns
- Calculate and project Supplier selection impact on supply chain profitability, speed and quality

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Supply Chain Sales and Operations Planning Decisions

Seminar Description:

Sales and Operations Planning (S&OP) is a process that sets overall output over a medium time frame. In addition, the process of managing and executing S&OP involves getting the buy in, the collaboration, and the synchronization of functional plans. Elements we'll explore in this course are decisions around promotional pressure, product portfolio management, resource selection, dual sourcing, scenario planning, and of course, forecasting. All to be understood across the span of a supply chain

This seminar will teach you the following:

- The importance of having a structured, integrated, collaborative planning process
- Understanding and analysis of variables that affect S&OP can help execute a more successful plan
- The competitive advantage available to a supply chain that addresses and aligns the tradeoffs that occur in a supply chain

Ideal learner:

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Put these practical new skills to work immediately:

In this seminar, you will learn the following:

- How to structure and lead a Sales and Operations Planning Process.
- How to effectively plan with the impact of promotional pressure and variable demand
- How to support the Sales and Operations plan successfully

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Supply Chain External Collaboration Decisions

Seminar Description:

One of the great lessons from the quality efforts in the 1980's was we are only as good as our weakest processes. We can apply the same thought process to supply chain. We are only as good as our suppliers are. Therefore a look at how suppliers can gain a competitive advantage by bringing on board successful external collaborations is critical

This seminar will teach you the following:

- The role vendor managed inventory can play within the supply chain
- The significant opportunity to be gained by developing your suppliers
- Alternative forms of warehousing available to the supply chain professional
- The effect of visibility into the promotion horizon on the supply chain

Ideal learner:

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Put these practical new skills to work immediately:

In this seminar, you will learn the following:

- How to set up a vendor managed inventory program
- How to set up a supplier development program
- How to decide which form of warehousing is appropriate for your supply chain
- How to calculate the financial impact of extending visibility across the supply chain

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Supply Chain Carbon Footprint and Sustainability Decisions

Seminar Description:

Agree or disagree, sustainability and carbon footprint is part of today's decision making processes in supply chain. Customers are putting greater value on, and a willingness to pay for these elements. As such, we need to understand the decisions involved so we make choices in support of customer value and long term successful leadership in carbon based and sustainable supply chains

This seminar will teach you the following:

- What are the decisions relevant to carbon footprint and sustainability decisions in the supply chain
- The elements of, as well as the benefits and pitfalls of carbon and sustainable decisions
- The impact on the financial health of a supply chain

Ideal learner:

- Those new to supply chain who want to learn and understand supply chain management decisions
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Put these practical new skills to work immediately:

In this seminar, you will learn the following:

- How to select the right decisions for your supply chain
- How to calculate the cost of carbon footprint and sustainability decisions
- How to weave carbon footprint and sustainability decisions into the fabric of your supply chain processes

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Supply Chain Measurement Decisions

Seminar Description:

All companies have measurements. The question is, are they the right ones. Many companies look at measurements as a score card. The challenge is, most report how you did, not where you're going. This course will look at measurements and how to select which critical few can tell you the most about how your firm is did, is doing, and what it's facing

This seminar will teach you the following:

- Effective measurements must tell you how you did, are doing, and what is upcoming
- Minimizing and addressing potential conflicts in measurements help a supply chain collaborate effectively
- Aligning goals and objectives is enhanced by measurements that are aligned

Ideal learner:

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Put these practical new skills to work immediately:

In this seminar, you will learn the following:

- How to select the proper measurements for your function
- How to select the proper measurements for your company
- How to select the proper measurements for your supply chain
- How to ensure the measurements span the whole supply chain with minimal contradiction

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Supply Chain Risk Decisions I, II, III

Seminar Description:

The supply chain environment is changing rapidly these days and they have to deal with various kinds of risk that would cause disruptions to them. The challenge though is identifying and managing risks in supply chain is easier said than done. Many industries and companies are not prepared to manage risks and get surprised by a crises.

Given the nature of this topic and its importance, Supply Chain Risk Decisions is a 3 seminar topic

This seminar will teach you the following:

- The current supply chain management decisions regarding risk
- The conceptual and practical knowledge of how to effectively assess and handle the potential risks in your supply chain.
- To deal with the challenges and the problems related to quality management and product recalls in supply chain.

Ideal learner:

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Put these practical new skills to work immediately:

In this seminar, you will learn the following:

- How to identify and assess potential risks in the supply chain
- How to address successfully preventing, mitigating, or recovering from risk events
- How to integrate risk planning into a supply chain's normal course of events
- How to build a resilient supply chain

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