

INTRODUCTION TO LEAN SUPPLY CHAIN MANAGEMENT

One-day workshop

1. Introduction

The design of your supply chain has a key strategic influence on the competitiveness of your organisation. What is your customer response time? What should it be? What is your product or service cumulative lead time? Are you a build-to-stock, build-to-order or configure-to-order supplier? How strong are your relationships in the supply chain? How much consignment inventory do your suppliers hold? Are pull systems implemented such that your response times beat the competitors, hands down? Can you charge a premium price for faster delivery, at no extra cost to your company?

All the above questions are key to determining your company competitiveness in the marketplace. All too commonly however, we work with an inherited supply chain model, and are unaware that alternative models exist that would serve the company better. Development of a lean supply chain for your organisation is a vital step in improving product and service delivery to customers. It will strengthen your supply chain and improve competitiveness, and enable your company to reduce exposure and grow margin.

2. Workshop Agenda

| Time | Module content | Format |
|-------|--|--|
| 08:30 | <ul style="list-style-type: none"> • The market. Changing consumer and customer preferences, organisation strategic review, competitor activity, labour issues, technology updates. • Customers. Customer needs identification, inventory hubs and consignment inventory, communication, systems integration, paperwork, labelling, • Suppliers. Suppliers selection, contract negotiation, freight terms, inventory hubs and consignment inventory, communication, systems integration, paperwork, pricing. | PowerPoint Video Discussion Interactive exercise in teams |
| 12:30 | Lunch | Format |
| 13:15 | <ul style="list-style-type: none"> • Push vs. Pull. Value stream mapping – current state, goal setting, creating flow, identifying projects, error proofing, key metric identification and measurement, service, quality and margin improvement, value stream mapping – future state. • Employee development. Developing the management team, spreading understanding throughout the workforce, customer & supplier visits. • System integration. Responsiveness, online sales, customer and supplier portals, order tracking. • Outsourcing. Make/buy decisions, bill of material configuration, developing sub-contractor relationships, contract negotiation. | |
| 16:30 | <ul style="list-style-type: none"> • Review and close | |

3. Learning objectives

This introductory one-day overview introduces key principles of lean supply chain management. It also provides an introduction to the Lean Ireland programme for senior managers – ‘The 7 Keys to supply chain success’. At the end of the programme, participants will:

- Understand supply chain best practice, in particular on how it relates to their business;
- Gain a common foundation knowledge that will enable them understand the benefits of partnering relationships in the supply chain;
- Understand how changing from push to pull systems dramatically improves customer service, whilst reducing costs, and
- Understand key supply chain performance metrics in a lean supply chain environment.

Training materials are customised to suit the organisation. Lean Ireland will use a variety of training methodologies including classroom presentations, interactive exercises, analysis of the organisation’s supply chain model, and case studies.

4. Who should attend?

The course is designed for those in a senior management, or management decision-making position, who have responsibility for budget and people development. Ideal candidates are the managing director, the supply chain director/manager, the operations director/manager, the engineering director/manager, the quality director/manager and senior supply chain personnel.

The programme is not suitable for those who are not decision-makers.

5. Preparation

Prior to attending the workshop, it is desirable that all attendees attempt to document the organisation’s supply chain strategy. This exercise will provide a useful launch pad for the discussion on what the organisation’s supply chain strategy should be.

6. Contact

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