



# Critical Importance of Supply Chain Strategy Report

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**Supply Chain Consortium**  
Benchmarking & Best Practices

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*[www.supplychainconsortium.com](http://www.supplychainconsortium.com)*

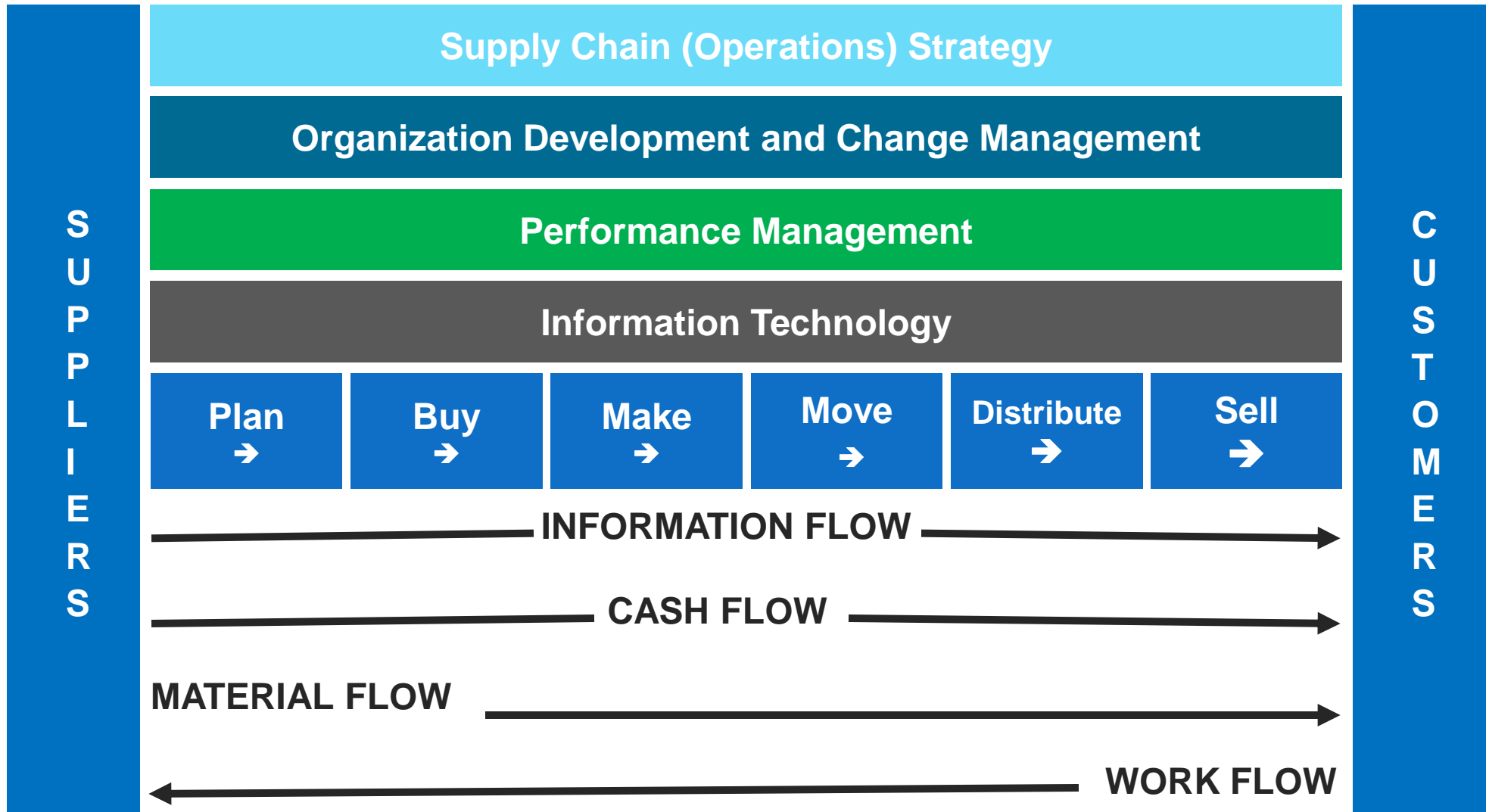
**SUPPLY CHAIN**  
CONSORTIUM

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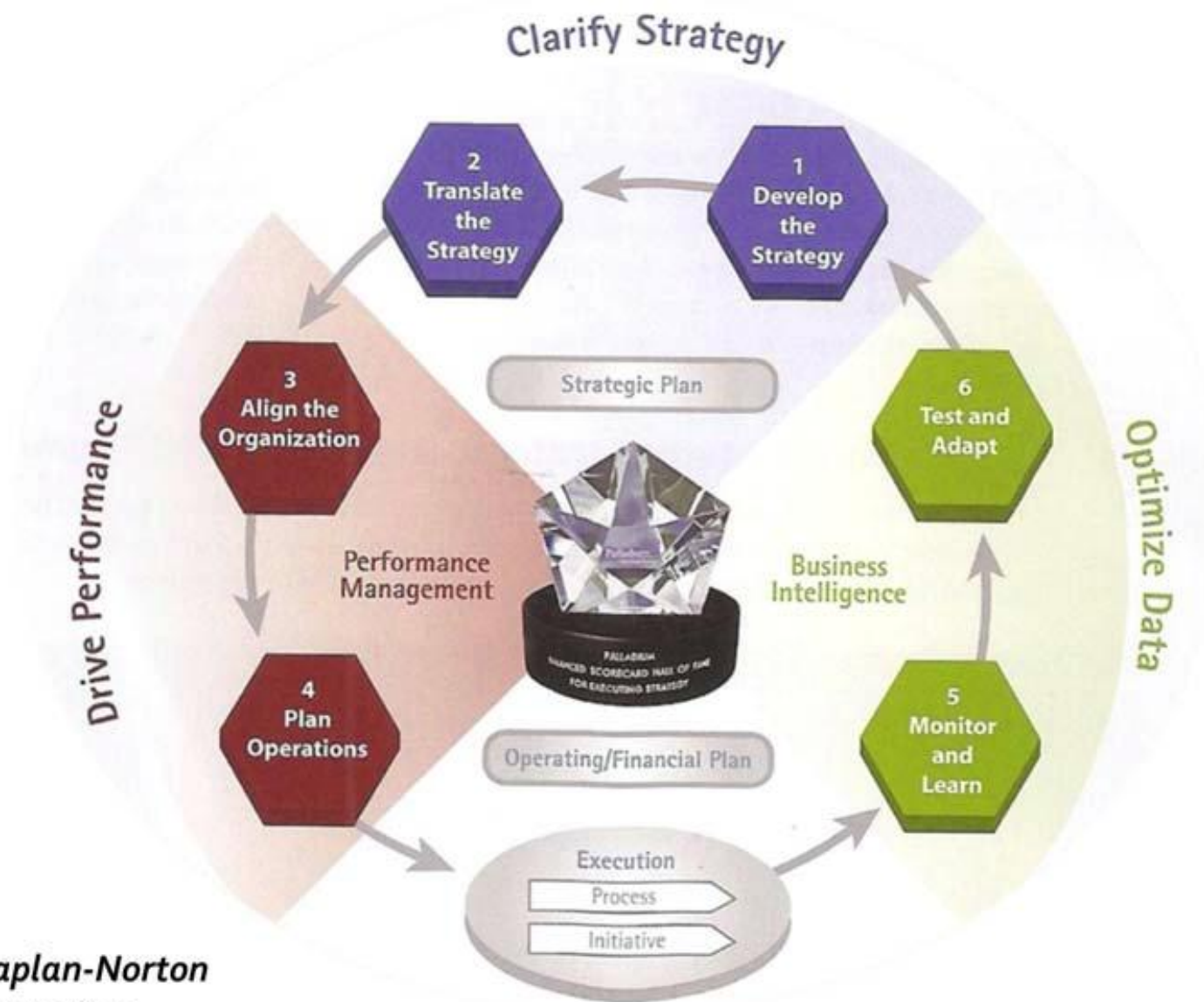
# WHY EVERY COMPANY NEEDS A SUPPLY CHAIN STRATEGY

- The direction, alignment, and capabilities of your supply chain must be clear to all employees.
- Selected parts of the strategy need to be shared with strategic suppliers and business customers.
- Customers need to understand how you serve them.
- Capital and operating expenses need to be planned.

# WHAT ARE THE COMPONENTS OF A SUPPLY CHAIN STRATEGY



# HOW THE SUPPLY CHAIN STRATEGY IS MANAGED AND CYCLED



Source: Kaplan-Norton  
Master Class 2009

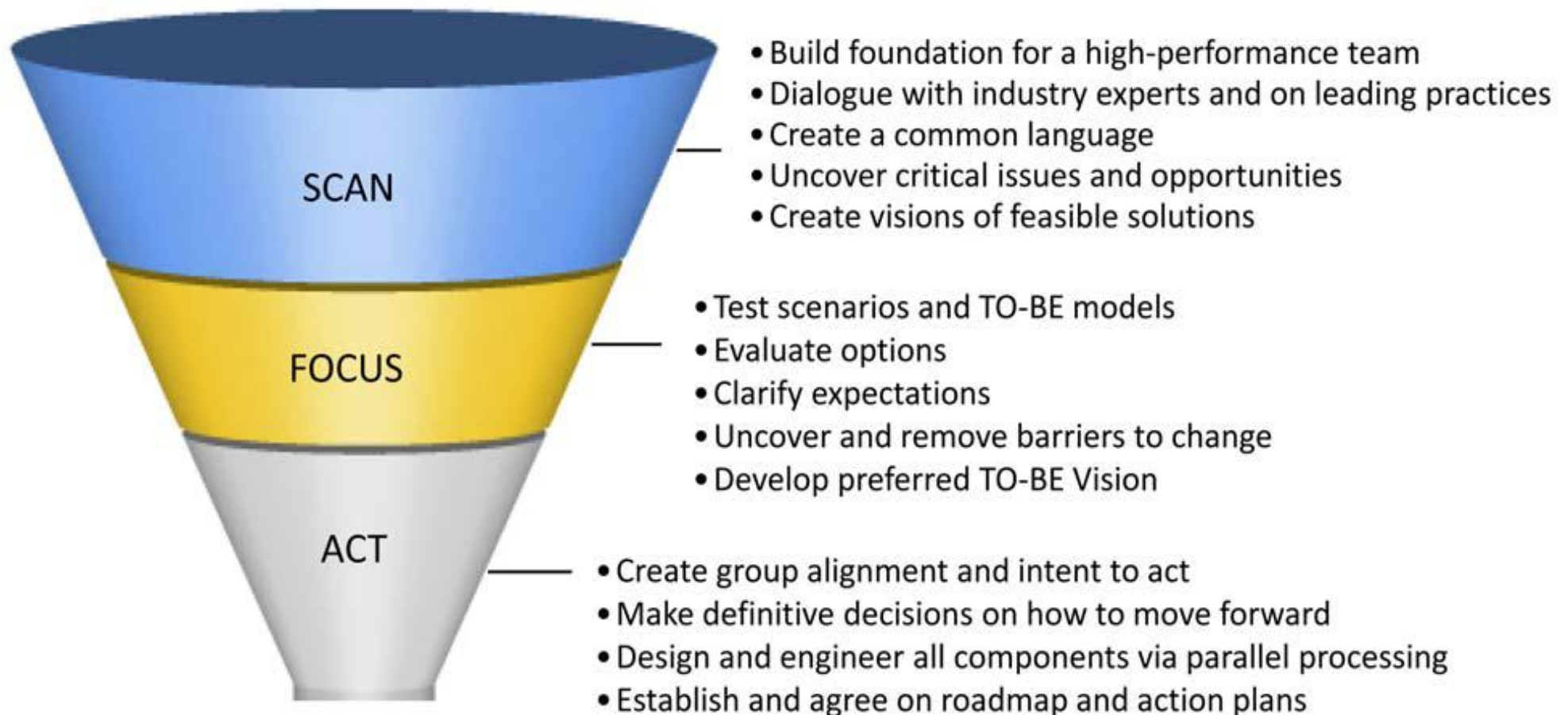
# DO YOUR DC'S MATCH YOUR BUSINESS MODEL?

- Target markets – apparel, footwear, hard goods, or food?  
Precision of language that fits
- Retail, big box, replenishment and / or eCommerce
- Mechanical or software limitations
- Human resource expertise and gaps

# ARE YOUR DC'S OPERATING AT THEIR PEAK PERFORMANCE LEVEL?

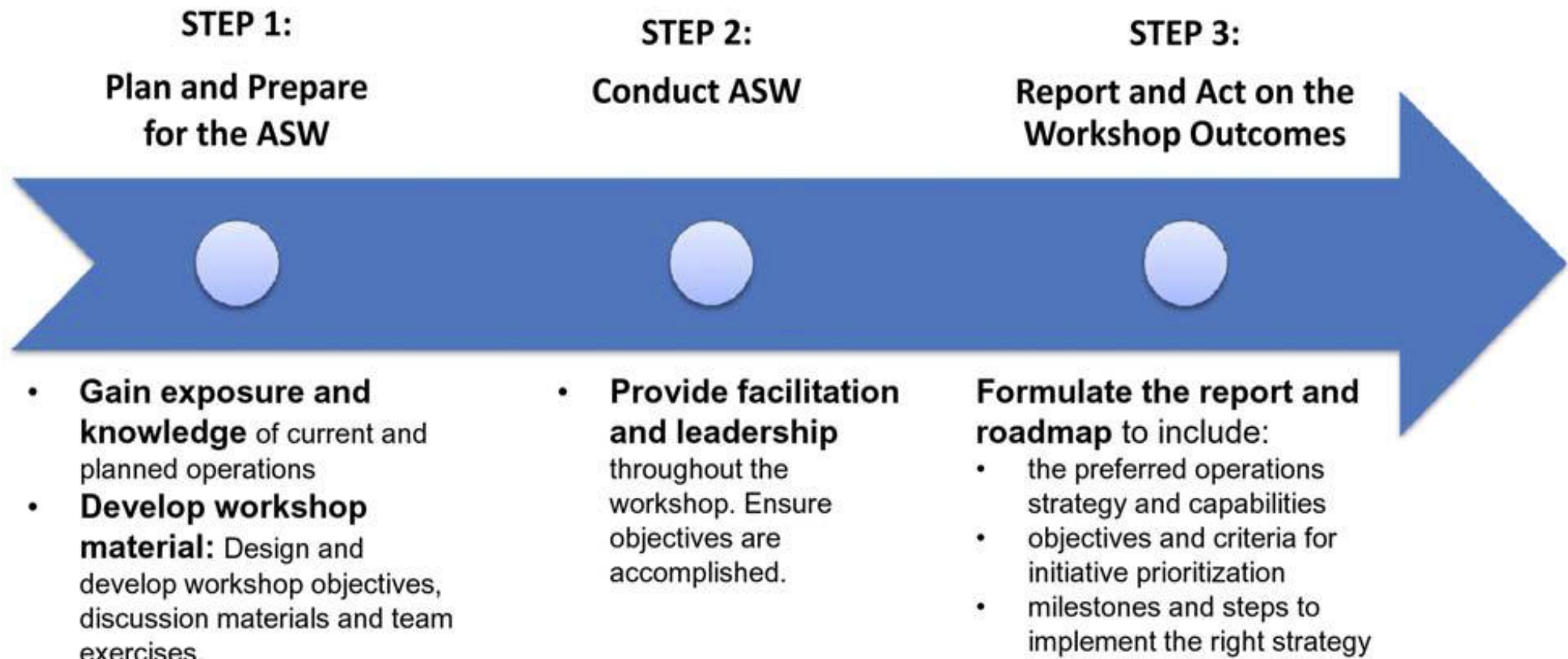
- Flexible mechanical operations – including the growing eCommerce and eFulfillment requirements.
- Ability to trap historical data and actively compare to current ops model.
- Human resource programs developed to retain talent.
- Leading edge software to help guide your business model.
- Measure the right KPI's and act on them.

# ADVANCE SOLUTIONS WORKSHOP (ASW) FOR STRATEGY



# ADVANCED SOLUTIONS WORKSHOP (ASW) FOR STRATEGY

## The 3 STEPS to Results

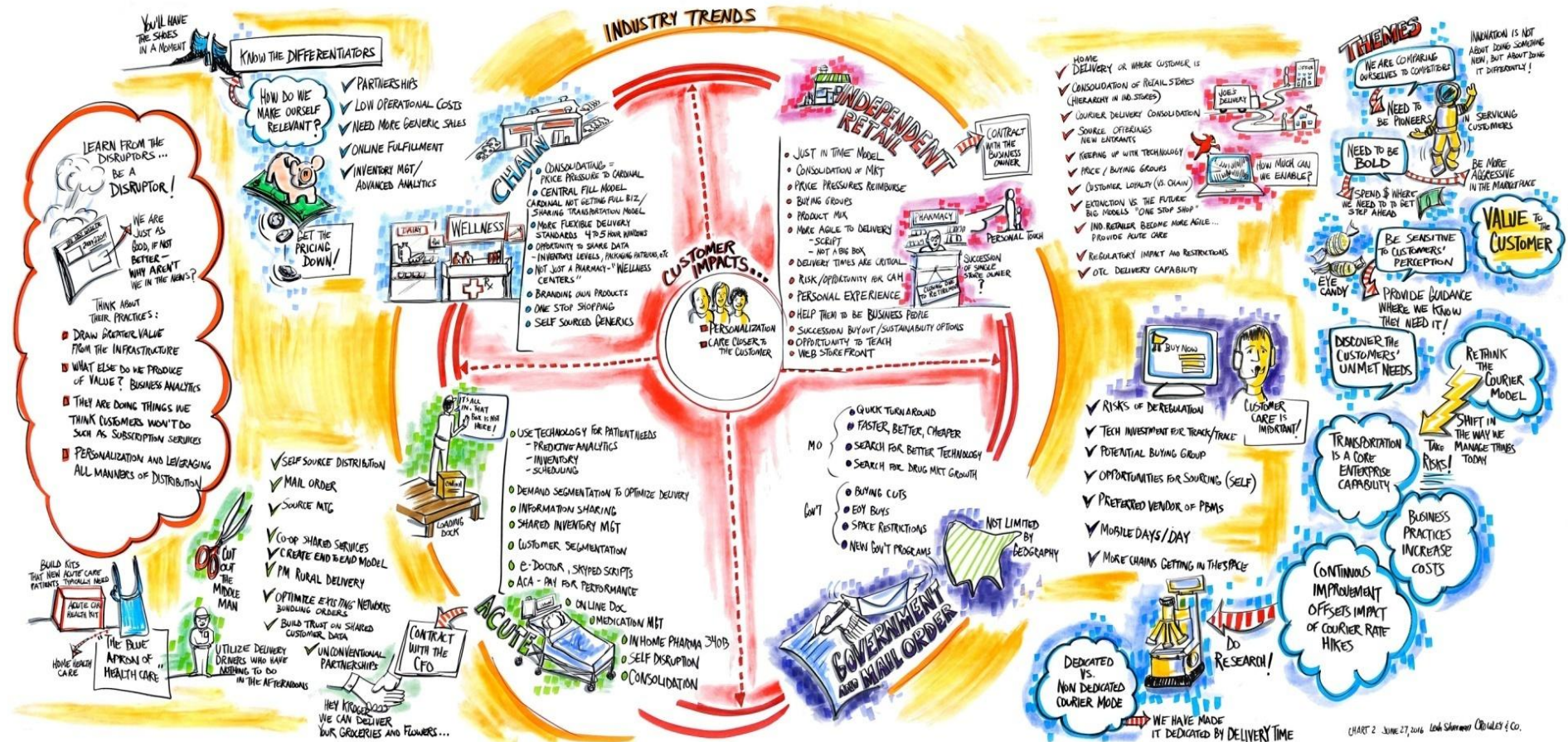




# ADVANCED SOLUTIONS WORKSHOP (ASW) FOR STRATEGY

- The ASW Design:
  - » Determine workshop objectives and agenda and participants
  - » Develop SCAN, FOCUS, and ACT
- The ASW Process
  - » Apply special tools, team exercises, and graphic recorder
  - » Facilitate group genius and iterate until consensus

# ADVANCED SOLUTIONS WORKSHOP FOR STRATEGY: EXAMPLE GRAPHICS

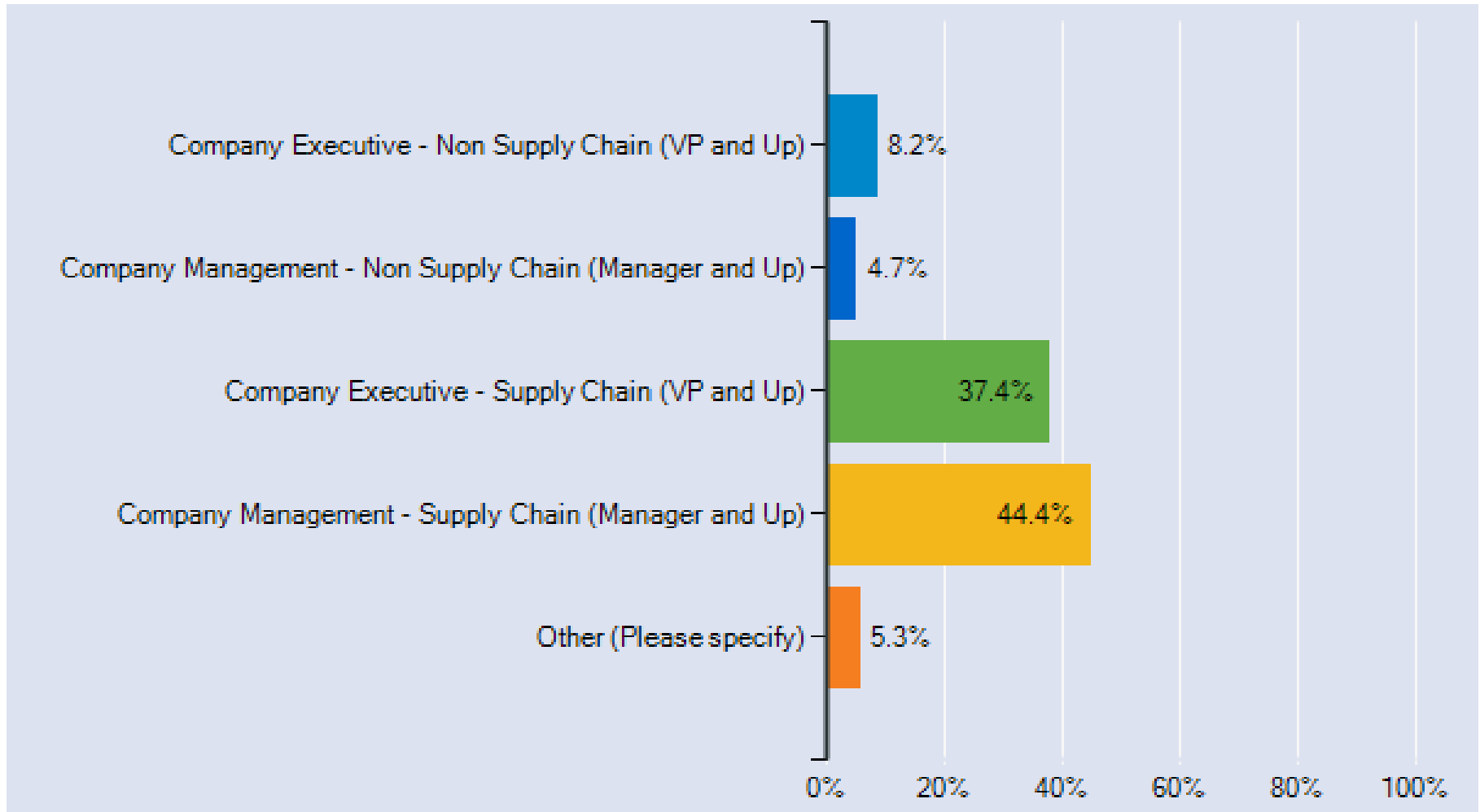


# ADVANCED SOLUTIONS WORKSHOP (ASW) FOR STRATEGY

- The Outcomes and Roadmap to Success
  - » Document ASW outcomes
  - » Develop the roadmap based on the outcomes and assessment needs
  - » Validate the roadmap
- The Results
  - » Develop complete presentation and report - include value proposition and business rationale

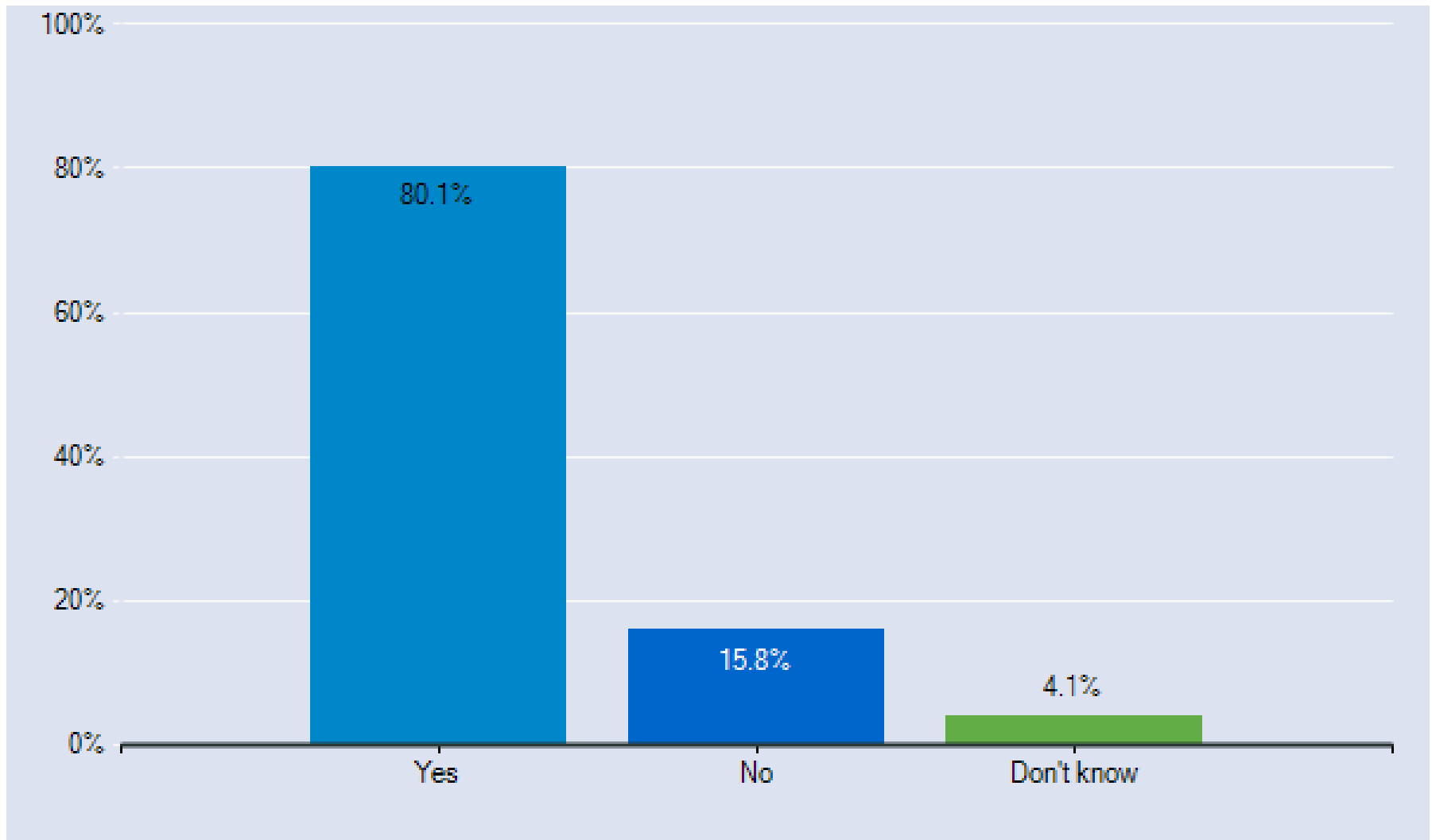
# NEED FOR SUPPLY CHAIN STRATEGY ALIGNMENT WITH BUSINESS STRATEGY

- Supply Chain Strategy Survey June 2016 - Participants



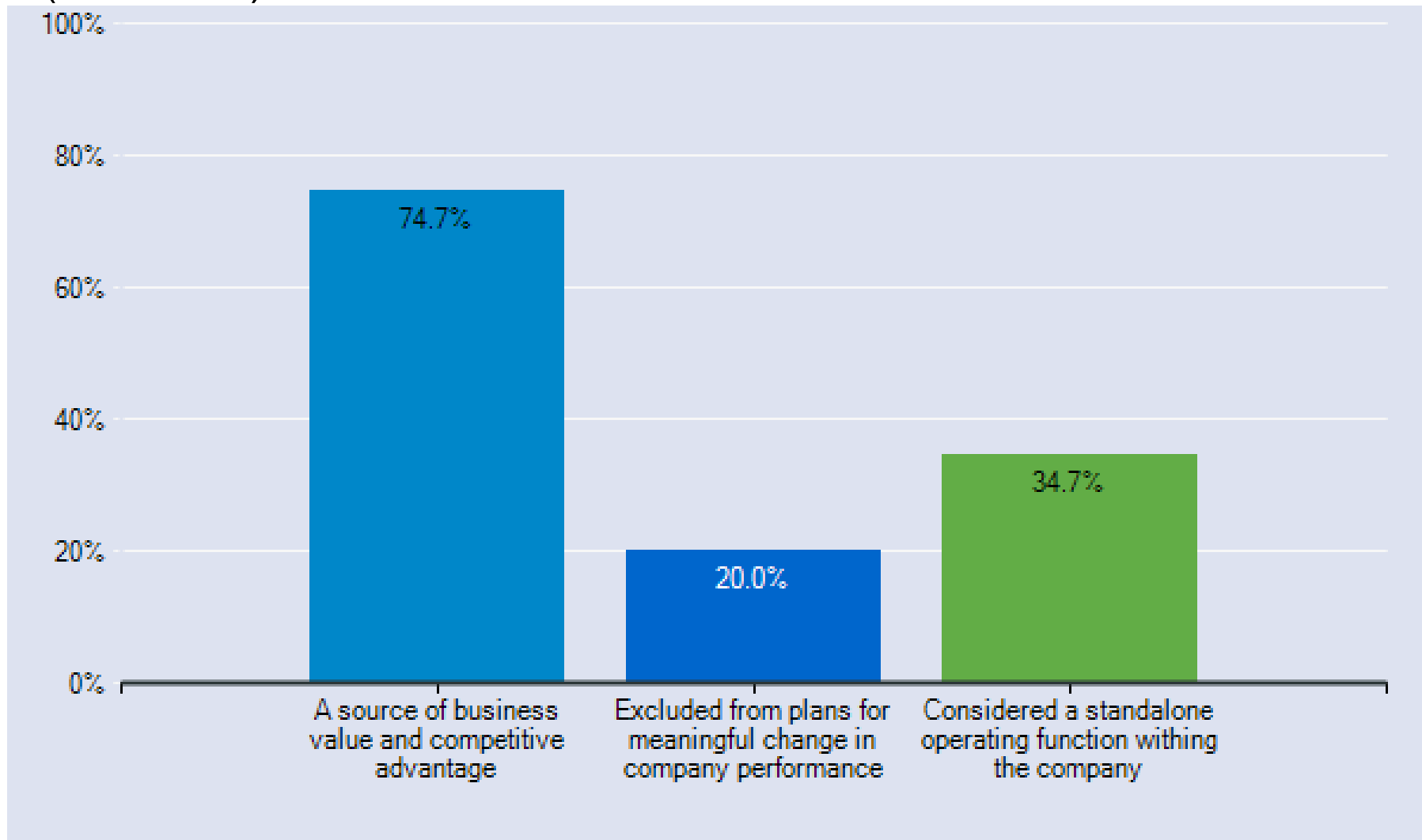
# NEED FOR SUPPLY CHAIN STRATEGY ALIGNMENT WITH BUSINESS STRATEGY

- Supply Chain Strategy Survey June 2016 – Is SC Strategy an Enabler



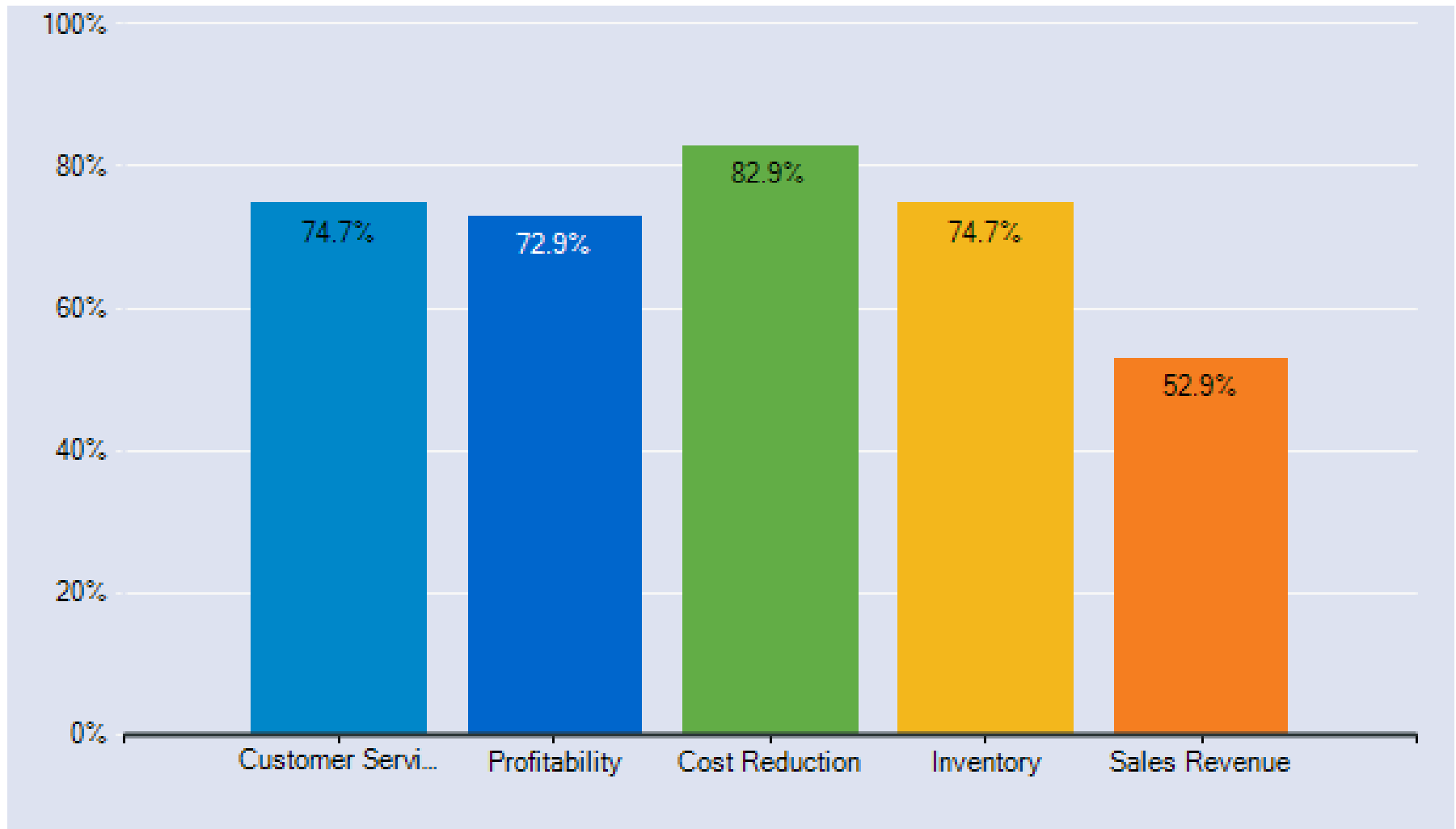
# NEED FOR SUPPLY CHAIN STRATEGY ALIGNMENT WITH BUSINESS STRATEGY

- Supply Chain Strategy Survey June 2016 – Is SC Strategy... (Check All)



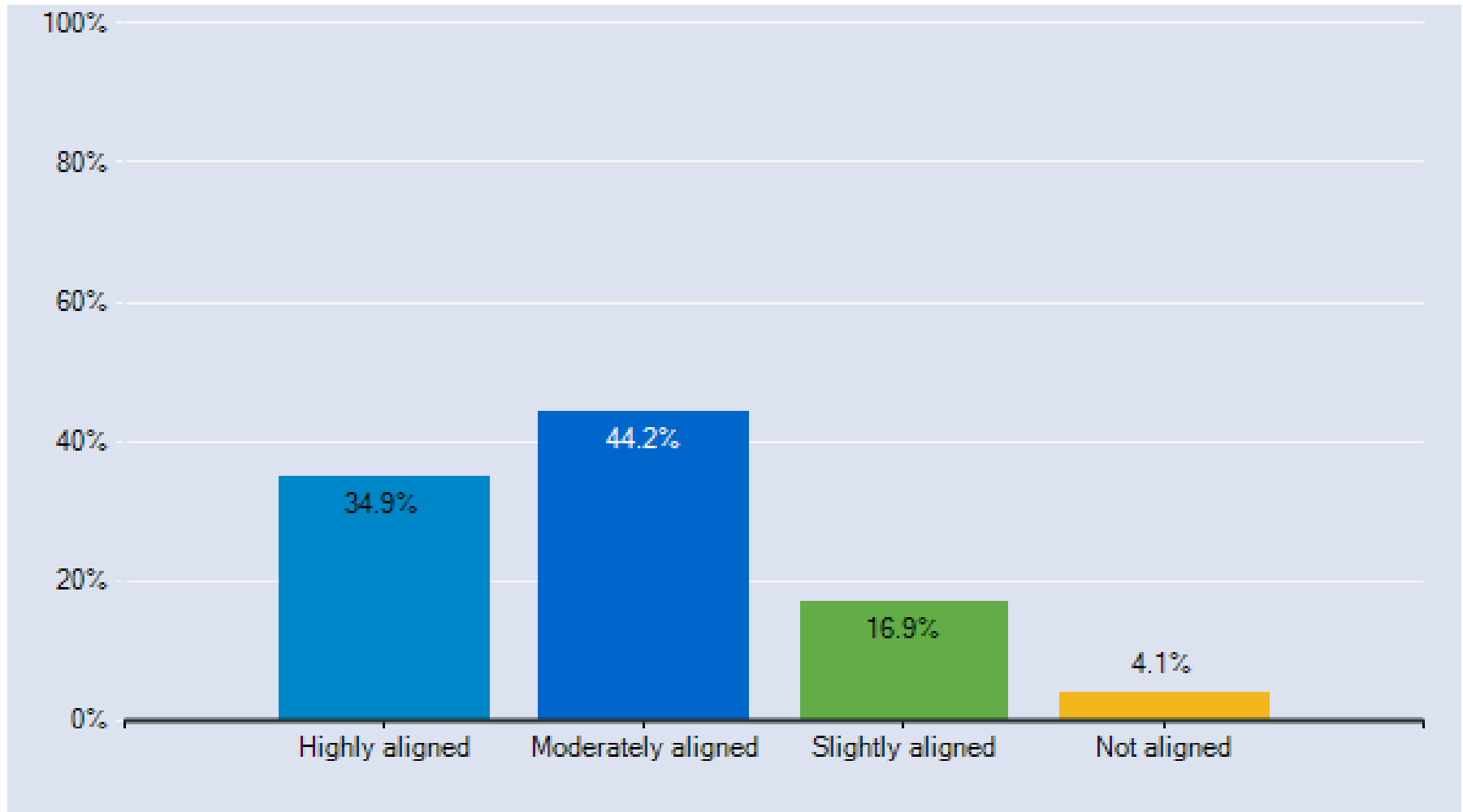
# NEED FOR SUPPLY CHAIN STRATEGY ALIGNMENT WITH BUSINESS STRATEGY

- Supply Chain Strategy Survey June 2016 – Where will SC Deliver Results



# NEED FOR SUPPLY CHAIN STRATEGY ALIGNMENT WITH BUSINESS STRATEGY

- Supply Chain Strategy Survey June 2016 – SC Strategy Aligned with Business





# SUGGESTED TAKEAWAYS

- The supply chain or operations strategy is mission critical for enabling business strategies.
- Its development should be multi-functional, inclusive, collaborative, and adopted.
- Its implementation should be integrated with other company processes, strategic suppliers, and selected customers.
- Its implementation should be tracked, checked, and adjusted as appropriate.

# REPORT AUTHORS

To learn more about waste and recycling sustainability as well as benchmarking and best practices, resources that are available to members through the Supply Chain Consortium go to: [www.supplychainconsortium.com](http://www.supplychainconsortium.com).

Join the LinkedIn Supply Chain Consortium Group: [www.linkedin.com/groupRegistration?gid=1966314](https://www.linkedin.com/groupRegistration?gid=1966314)

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