IMPROVE

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Driving Impact for Manufacturers

Supply Chain 101 DVIRC

It is not uncommon for small to mid-sized businesses to get tangled up in inventory and supply chain issues. The supply environment has run in a steady state for decades; however, a new paradigm has emerged. This course helps manufacturing leaders to understand and become proficient in inventory & supply chain management.

Course Overview:

This course provides participants with a high-level knowledge base of and the 'must have' processes for successful execution of inventory & supply chain management. Participants will learn the components that come into play and understand how to link them to their company's strategic, operating, and tactical plans. The course will incorporate examples of how real small businesses have applied these processes. Participants will also learn methods of sales and capacity management, inventory planning and supplier scouting and screening techniques to meet customer expectations and financial obligations.

This program is the first and only of its kind, designed exclusively to help small manufacturers (SMMs) navigate increasing supply chain challenges. Additionally, participants will have access to leading supply chain and manufacturing experts who have executed these strategies in numerous organizations. Our instructors all have unique backgrounds and strong experience in manufacturing and distribution with both large and small companies. Our instructors will share best practices for those looking to make real-time adjustments they can control to offset current disruptions and supply chain issues. Between sessions, attendees will be able to schedule coaching support with Nico and Chris to turn this curriculum into real-world application.

This course will help participants to:

- Articulate and understand the components of supply chain planning.
- Understand and apply the principles of demand & capacity planning.
- Learn to how to create risk & cost-based controls for effective inventory management.
- Experience creating and using inventory & supply chain key performance indicators.
- Perform supply chain mapping.
- Learn best practice Supplier Scouting techniques.
- Learn what implementing a formal Inventory Management and Supply Chain program entails.

BENEFITS:

Participants will benefit by learning how to protect key customers, anticipate supplier issues, and manage inventory cash flow impacts. Additional benefits:

- This will be a highly interactive experience with subject matter expert-led lessons and corresponding manufacturing-based case studies.
- You'll be provided with a supporting workbook complete with exercises, tools and one-on-one coaching sessions that enable you to design and implement a strategy as unique as your business.
- Three 90-minute one-on-one coaching sessions.
- Allotted time for the sharing of individual successes, concerns, failures, and opportunities related to your business. During these exchanges, tactics and best practices will be shared to help make the most of a given situation.
- This program takes a "learn today, apply today" approach to drive dramatic improvements in your business.

Who Should Take This Course:

Individuals who are responsible for planning, purchasing, inventory control, or operations functions.

Course Curriculum:

Session 1: October 25th (Wednesday) 3:30 pm – 5:00 pm, Virtual

- Supply Chain Management (SCM) principles and key processes
- Demand planning and customer management
- Operations and production planning
- Inventory programs and strategies

Session 2: November 1st (Wednesday) 3:30 pm – 5:00 pm, Virtual

- Supplier management and procurement best practices
- Knowing your constraints and risk factors
- Sales, Inventory, and Operations Planning (SIOP) program
- Case study and attendee assignment

Session 3: November 8th (Wednesday) 3:30 pm – 5:00 pm, Virtual

- How to benchmark Suppliers
- Where and How to Research New Potential Suppliers
- Exploring Alternative Supply Chain Options
- Setting Up Vetting Criteria/Scoring Standards
- The "Right Way" to Interview Suppliers

Session 4: November 15th (Wednesday) 3:30 pm – 5:00 pm, Virtual

- Connecting the dots between Finance and Strategic Planning
- Performance measurement and key performance indicators (KPIs)
- Getting the organization and stakeholders on-board
- Assignment report-out

Instructors:

Sylvia Wower - Vice President, Consulting and Advanced Technology Research
Sylvia Wower is the Vice President, Consulting and Advanced Technology Research at DVIRC, where she manages the organization's Business Growth Services and Advanced Technology Research Group as well as oversees the Lean/Continuous Improvement practice group. Sylvia also acts as DVIRC's Government Initiatives liaison. Realizing the need to formalize a supplier scouting and validation process, Sylvia has unpacked the essentials every company should know with regards to identifying a new link in their supply chain.

Nico de Sousa - CI/Lean Operational Excellence Consultant
Nico de Sousa is the Continuous Improvement and Lean Operational Excellence Consultant for DVIRC.
Nico has vast experience supporting the supply chains of large and small manufacturers alike and sustaining best practices in driving manufacturing efficiencies.

Luke Plating - Marketing Manager
Luke Plating is an experienced project manager, program facilitator, and marketing professional with over 5 years of experience in business innovation, tech adoption, digital marketing, and customer experience design. In addition to managing DVIRC's marketing and new product development, Luke supports DVIRC's Supplier Network, connecting regional manufacturers to Supplier Scouting opportunities. In previous roles, Luke has worked with large distributors and manufacturers, supporting business strategies, and facilitating the innovation of new products and services. Luke has led multiple educational workshops for manufacturers on behalf of DVIRC and he is certified in Design Thinking and Lean Tools & Essentials, demonstrating his commitment to adopting innovative approaches to problem-solving and program facilitation.

Jameson Kilburn – Project Coordinator and Business Growth Specialist
Jameson Kilburn is Project Coordinator and Business Growth Specialist for DVIRC's Marketing & Sales practice.
He's an experienced product and service-based inside sales project lead and conducts primary market research for DVIRC's clients. He also serves as DVIRC's Market Development technology specialist and is the Salesforce and project administrator.

$1,200 per company - up to 2 people

This program is being offered to a limited number of manufacturers in Pennsylvania at no cost through a grant provided by the Federal Government.

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