



Sustainable Solvency in the Supply Chain

In today's volatile market, with shareholder demands for higher margins, procurement walks a tightrope!

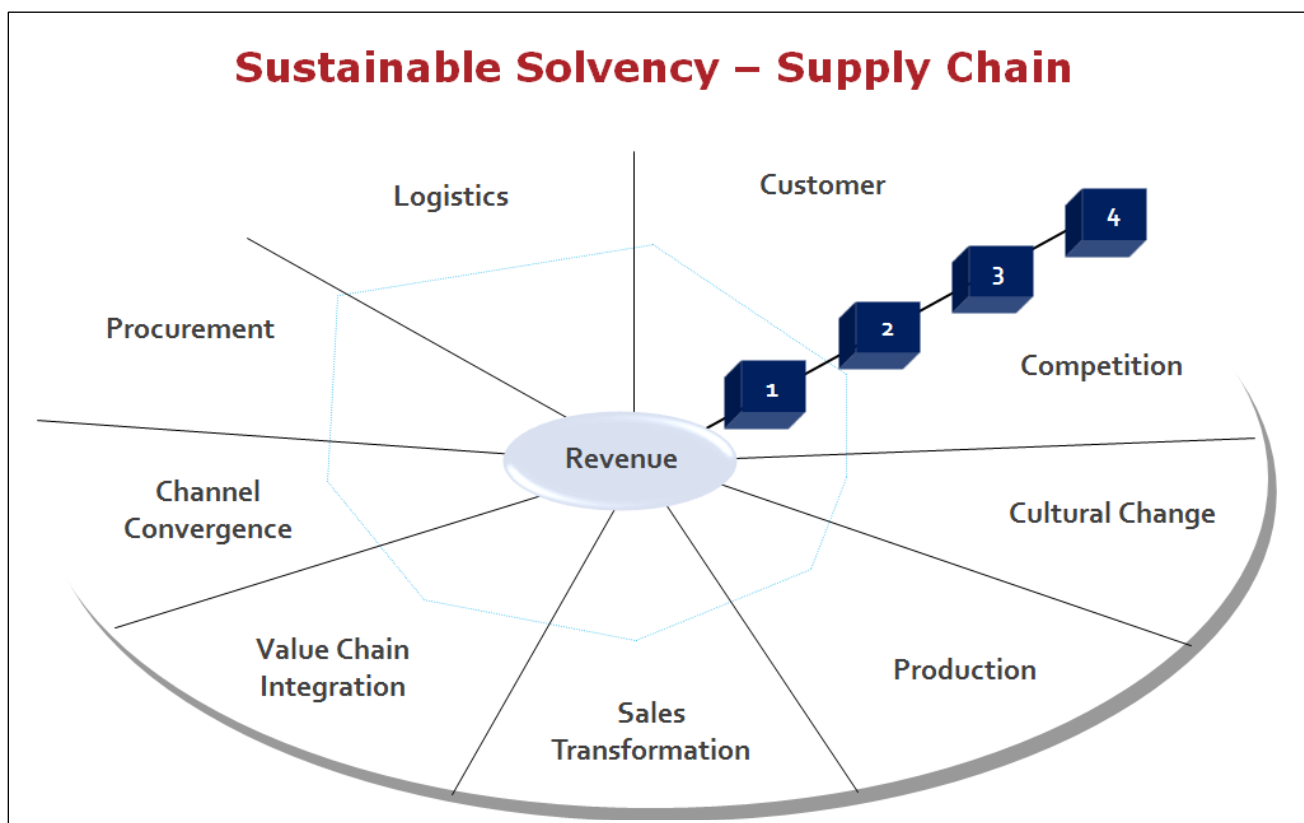
Sustainable solvency is mass of moving parts, such as balancing demand vs supply, profit vs ethics, product mix vs service quality, and revenue generation in the ecosystem. A sustainable supply chain is cultural and change addressing transformation; ultimately a business risk to solve by the senior leadership.

This data sheet is not exhaustive in its aims to solve supply chain crises, rather an exploratory discourse of specific areas within a supply chain and its sustainability.

THERE ARE TWO LAYERS TO ESTABLISH A FOUNDATIONAL CHANGE:

Layer 1: Channel Convergence, Sales Transformation, Value chain Integration and Logistics,

Layer 2: Customer, Procurement, Competition, Production and Cultural Change.



■ Procurement / Data Visibility

1. Performance driven SLAs, eradicate costs
2. Data governance, legal & regulatory

■ Customer / Service Quality

1. Uniqueness of offering, delivery tollgates
2. Quality at the source, client sensitivities

■ Channel Convergence / Emotive Intersects

1. A bridge of trust, buyer / seller balancing
2. % of relationship, competitive advantage

■ Logistics / Capacity Optimisation

1. Lead & lag capacity, right first time
2. Wait times, supplier redundancy

■ Competition / Innovation

1. Supplier contestability, network walkways
2. Market branding & process engineering

■ Value Chain Integration / Barriers to Entry

1. Cohesion and connectedness, ebb & flow
2. Investor / stakeholder, culture & markets



■ Sales Transformation / Configure to Order

1. Forecast, targets & replenishment
2. Systems & checkmate

■ Production / JIT Delivery & Field Services

1. Lean production, business ops & FMEA
2. Customer journey, experience & value

■ Cultural Change / Subjective Bias

1. Blending of cultural shifts into strategy. Behaviour, ethics and leadership are drivers of excellence
2. The prophets of VUCA bring about change, increases competition and innovation

Lean Sigma Institute

The Institute conducts business workshops with senior management and operations to ascertain the business competitive landscape, and organisational excellence in service delivery.

Lean Sigma Institute was built on Dr Hilton's Five Factor Analysis:

a) Conscious leadership /Structure /Governance, b) Culture & Mindfulness, c) Capability /Competency, d) Project Methods /Teams and e) Data Quality /Performance.

The Institute has combined expertise in a wide range of frameworks including Lean, Six Sigma, Theory of Constraints, Design for Six Sigma (incorporating DMEDI and DMADV) as methods for design and validation of new Services or Product. The Institute works closely with La Trobe & Monash University.

CONSULTANCY SERVICE: SUSTAINABLE SOLVENCY – SUPPLY CHAIN PROOF OF VALUE (POV)

Option 1: In normal circumstances, a hands-on Workshop consisting of 2 x 2 hour timeslots with a company's supply chain personnel, and two of the Institute's Practitioners, would be preferred, however...

Option 2: Due to CORVID-19, an on-line Zoom Workshop consisting of up to 4 x 1 hour timeslots with a company's supply chain personnel, and two of the Institute's Practitioners would facilitate proceedings:-

Client Workshop to initiate proposal creation - COMPLEMENTARY TO FIRST SIX ORGANISATIONS

- 1) Define Problem Statement.
- 2) Nominate Sponsor
- 3) Ascertain Business Readiness
- 4) POV - Gather Requirements.
- 5) Develop Joint Business Case
- 6) Budgetary Approvals

Consultancy Service Rates:

- | | |
|---|----------------------------|
| 1) Lean Expert / Master Black Belt / Statistician / PhD | \$2,400.00 per day ex GST. |
| 2) Business Solvency / Data / Enterprise Architect | \$1,800.00 per day ex GST. |
| 3) Data Analyst / Statistician / PhD | \$2,100.00 per day ex GST |

Industry recognised compliance to ISO 18404:2015 Lean Six Sigma courses

Lean Practitioner: classroom facilitated course and On-line (coming soon).

Lean Leader and Expert: coaching and facilitation of projects.

Contact

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