Best Practices in Planning a Responsive Supply Chain

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Supply chain buzzwords

- Integrated Supply Chain
- Just-In-Time
- S&OP
- Control Towers
- One-number planning
- TQM
- SLI
- Big Data
- Response Planning
- End-to-end supply chain visibility
- VMI
- Resilient Supply Chain
- VMI-light
- MTO/MTS
- Upstream logistics integration
Strategy

How do you want to compete in your chosen market?

• Strategic Fit

• Competiveness
  • Cost leadership
  • Quality
  • Fast delivery
  • Reliability
  • Flexibility

  Large variety of products
  Large variety of board grades
  Wide range of printing techniques
  The customer can order whenever they want
  We accept very small and very large orders
  We deliver anywhere, anytime
Responsiveness

• Choose the right kind of flexibility that matches with your strategy

• Being responsive <> being reactive
  
  it’s careful decision taking, not firefighting

  • You need to have a good overview of all the facts
  • You need to understand the consequences
  • You need a framework that helps you in filtering out the important events and set priorities

  *There's no point in being responsive if it doesn't add value*
Complex
Extended
Inter-connected

Sense
Impact
Respond

Peter Trevelyan
Some basics

- **A planning tool should help you in**
  - Detecting unforeseen “issues”
  - Solve them automatically when possible
  - Identify & prioritize the remaining issues
  - Help you in solving them
  - Enable you to quickly communicate these changes

➢ A plan should be made in such a way that it has **built-in stability**
Being Responsive ≠ Being Reactive
Being Responsive = careful decision taking
You created the Ideal Plan...
... and then Reality hits!
Autopilot solves straightforward issues
Focus planner attention to important problems
And guide planner to resolve issues
Alternatives are proposed by software
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Simulations consider schedule changes
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Integration over teams and planning processes
Focus, Guidance, Collaborate
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Traditional supply chain

Develop → Plan → Source → Make → Deliver → Support

Cognitive planning
Quality sensing

3D printing
Sensor-driven replenishment

Digital supply networks

Synchronized planning

Dynamic fulfillment
Connected customer

Digital core

Smart factory
Intelligent supply
Digital development

Source: Deloitte analysis.

Response based on history

Sensing based on IoT, adaptation based on cognitive learning
• E2E visibility – horizontal & vertical
• Embedded MEIO – promising
• Value-based optimization
• AI ready
• Smart analytics
• What-if simulations
Thank you!

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