

The Oliver Wight Public Course Portfolio

# Integrated Supply Chain Management Course

## Detailed Description

Achieving Class A Supply Chain Performance

Imagine the possibilities,  
realize the potential



# Integrated Supply Chain Management Course

## What is this course about?

Many companies suffer from a missing ingredient; the lack of a single, coherent set of day-to-day tasks that pulls the whole enterprise together. The Oliver Wight approach to supply chain integration with Supply Chain Management (SCM) and Continuous Improvement helps you to learn and then implement the necessary controls to meet your company's goals. This foundation course will provide you with the basis for integrating all functions and processes of your business, with the goal being enhanced speed to market and cost reductions in your supply chain.



## Who is it for?

People from all areas of the business will be involved in your ISCM implementation. It is essential that managers have the knowledge necessary for effective leadership and direction.

This course is designed for operating managers from all the functional departments within a manufacturing company.

“ Great course, engaging presentation, approachable and knowledgeable teachers! ”

course participant



Steve Souza  
Instructor



Jim Matthews  
Instructor

## This course includes

This three-day course includes the elements of supply chain management and the integration of all planning and control processes. Topics include Integrated Business Planning (Advanced S&OP), Demand Management, including Customer-Driven Value Chain Collaborative Planning, Forecasting and Replenishment (CPFR), Master Scheduling, Distribution Resource Planning, Material Requirements Planning, Plant Scheduling, Capacity Planning, Supplier Scheduling, Data Accuracy, and the Lean Enterprise and its impact on all of the above. Discussions include the elements for change management such as performing a diagnostic to determine your greatest opportunities, developing a vision to guide the initiative, and developing a milestone to define a specific area of improvement.

## Objectives and Benefits

You will learn:

- The three elements of business excellence and how to avoid the costly trap of technological myopia
- How to establish the appropriate levels of integration with all your supply chain partners
- How to tie senior management into the planning process while giving them control of the business
- How to effectively balance supply and demand meeting your customers' needs with greater responsiveness and flexibility while increasing productivity
- How to create and maintain attainable and stable production schedules
- How to develop an integrated business management process that strategically applies Lean/Six Sigma improvements where they will be most beneficial
- How to simultaneously improve planning and control while streamlining and removing waste
- How to develop a process where your people willingly and enthusiastically change the way they do their jobs
- How to deploy our “Proven Path” change management process that virtually guarantees your success

Other public courses available from Oliver Wight

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Demand Labs

Master Scheduling

Demand Management

Product & Portfolio Management

Integrated Business Planning (Advanced S&OP)

# Integrated Supply Chain Management Course

## Achieving Class “A” Business Results

### Course Content - day one

#### Overview

- Importance of Knowing your Opportunities For Improvement
- Supply Chain Description
- Priority - Getting Your Own House in Order
- Integrating the Business - Maturity
- Principal Objective of Integration
- Integrated Process Model
- Planning and Scheduling Processes
- The Maturity Journey - Transitions on the journey through Phases 1 and 2

#### Business Strategy and Integrated Business Planning (Advanced S&OP)

- Case Study
- Path to Business Excellence
- Strategic Planning
- Business Plan Purpose
- Planning Horizons
- Integrated Business Planning – Definition
- Attributes of “Aggregate” Planning
- Strategic Deployment and Alignment
- Expectations
- Make-to-Stock
- Sales & Operations Planning Workshop
- Supply/Demand Synchronization
- Gap Identification and Action Planning
- Finance’s focus
- Management Business Review (MBR)
- Typical MBR Deck
- Critical Class A Behaviors
- Integrated Business Planning Process Deliverables
- The Maturity Journey - Integrated Business Planning

#### Rough-Cut Capacity Planning

- Gaining “Realism”
- Capacity Terminology
- Steps to Enable RCCP
- Resource Profiles
- Balancing Demands/Capabilities
- Resource Profile - Master Schedule Level
- “Watch-outs” and Deliverables

### Course Content - day two

#### Demand Management

- Forecasting Workshop
- Demand and Demand Management Best Practices
- Characteristics of an Effective Demand Planning Process
- Need for Multiple Views
- Defining Assumptions
- Information Flow and Communications
- Examples of Planning Approaches
- Demand Planning Workshop
- High-Level CPFR® Overview
- Role of the Demand Manager

#### Integrated Supply Plans

- Multi-Level Planning
- DRP Linkage - DC’s/Factory
- Distribution Resource Planning
- The Logistics Revolution
- The Maturity Journey Managing the Supply Chain - Distribution
- Goals to Master Scheduling
- MPS Objective - Balancing Demand and Supply
- Tensions and Strategy
- Master Scheduling
- Critical Success Factor: Valid and Realistic MPS
- Master Schedule Matrix, Features, Example
- “Decoupling” Independent Demand
- Planning Time Fence
- MPS Change Management Process
- Guidelines for Changing Supply
- Time Fences/Decision Points
- Available-to-Promise Process
- Choosing a Manufacturing Strategy
- Using MPS to Better Manage InterPlant demands
- Correcting an Overloaded MPS
- Master Schedule Workshop
- Master Scheduling Role
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#### Material Requirements Planning

- Material Planning Objectives
- Typical Material Planning Information
- Bill of Material Example
- Netting Process
- Rescheduling Process
- Requirement Explosion
- Order Release
- Material Planning Responsibility
- Bottom-Up Re-planning Process
- Primary MRP Action/Exception Messages

“ I like that it went step by step through the processes and how-to's. Great examples and visual aids that helped understanding and memory. ”

## Course Content - day three

### Plant Scheduling

- Selecting the “Right” Scheduling Approach
- Work Flow Examples
- Plant Scheduling
- Detailed Operation Scheduling
- Production Schedule Contents and Use
- Production Scheduling Rules
- Finite Scheduling
- Kanban - Alternative to Scheduling
- Class A Lean Manufacturing
- Kanban Approach
- Repetitive Scheduling
- The Maturity Journey - Supply Execution

### Detail Capacity Management

- “Wight’s Funnel”
- MRP and CRP Similarities
- Prerequisite Accurate Routings
- Alternate/Rework Operations
- Uses of Routings
- Routing and Work Center Guidelines
- Calculating Required Capacity
- Capacity Requirements Detail Reports
- Input/Output Control
- Capacity Planning Workshop
- RCCP vs. CRP

### Supplier Scheduling/Business to Business

#### Operating Agreements

- Financial Opportunity
- Buyer’s Work Process
- Supplier Agreement Checklist
- The Supplier Schedule
- Supplier Scheduler Work Process
- Business-to-Business Operating Agreements
- Supplier Role in BBOA
- Prerequisites of Supplier Scheduling
- The Maturity Journey - Supply Planning

### Data Accuracy Implementation

- Bills of Material for Planning
- Bill of Material Audits and Accuracy
- Routings for Planning and Accuracy
- Purpose of BOM and Routing Measurement Program
- Inventory: Critical Data Elements
- Inventory Record Accuracy
- Steps for Successful Inventory Accuracy
- Tolerances
- Cycle Counting Methods
- The Maturity Journey - Data Management

### Implementation

- Breakout Session - Primary Obstacles
- Assessing Business Excellence
- Principal Objective of Integration
- The Oliver Wight Proven Path
- The Oliver Wight Journey to Class A
- Capable Planning and Control Characteristics
- Capable Planning and Control Milestone
- Organization for Change
- Steering Team - Role
- Integration (Project) Team Members
- Process Design (Sub) Teams
- Business Process Redesign - Inputs and Outputs
- Managing Change
- Barriers to Change
- Education Program Focus
- Primary Education Objectives
- Business Meeting Objectives
- Who Runs the Business Meetings?
- Business Meeting Leaders

### Summary

- The Journey to ‘Capable Planning and Control’
- Foundation Characteristics for Operating Effectiveness
- Summary of Key Enablers

## About Oliver Wight

At Oliver Wight, we believe sustainable business improvement can only be delivered by your own people. So, unlike other consultancy firms, we transfer our knowledge to you; knowledge that comes from nearly 50 years of working with some of the world's best-known companies.

The Oliver Wight Class A Standard is recognized by organizations and industry commentators, as the definitive measure of business excellence. We have a long-standing reputation for innovation; we continually challenge the industry status quo, so you get the latest in fresh thinking around core business processes and their integration with people and technology.

Your Oliver Wight partners will coach, guide and inspire your people to drive change throughout your organization, allowing you to create a culture of continuous improvement and innovation that simply becomes for you 'the way we do things'. We call our approach to change management, the Proven Path; it's a proven, sustainable approach that will transform your business performance and deliver results straight to the bottom line.



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