

Supply Chain Success White Papers

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Introduction

Are you looking for new ideas or struggling with how to address a specific problem? In many of these situations, a well timed white paper on the topic can be tremendously beneficial. We have authored a number of papers on performance improvement topics aimed at clarifying key business issues and the range of alternative solutions to consider. Just call or email for a copy.

The Sales Dilemma

Have you reduced costs dramatically and yet it never seems to be enough to meet profitability goals? Customers continue to push for lower prices due to competition, “poor” market conditions and a whole host of other reasons. You have “hit the wall”: limited ability to increase profit from the cost side, you need more revenues. So how do get out of this cycle? You thought taking cost out of the business was all that was needed to improve profitability and growth, but this has not been the case as all eyes are now on Sales.

Driving Retail Supply Chain Value

The retail sector has been a supply chain innovator. Consider Wal-Mart and Costco: their low prices are driven by more than large buying power, but success taking cost out of the supply chain. Many other retailers, including fashion oriented, are focusing on supply chain to improve bottom line results. So what do you look for to identify opportunities in your retail supply chain? The largest costs in the supply chain may not be the best areas to focus for improvements, but in other related areas.

Lean Manufacturing – An Overview

Would you like to introduce someone to the depth and breadth of Lean Manufacturing? This article describes the many aspects of Lean as an integrated enterprise transformation program rather than as being just shop floor cost reduction, work cells and pull techniques.

Lean Manufacturing Successes

Ever wanted to hear a few good Lean war stories? Well, here they are. This white paper presents two very different Lean cases to demonstrate the before and after state. The objective of showing these cases is to bring the Lean concepts to life and demonstrate the types of benefits possible with Lean. Don't be satisfied with the status quo!

APS, Lean, TOC, And Flow – Show Me The Way!

Solutions providers tend to “sell” their product or service as the “answer”. For operations performance improvement we find a number of very devoted followers to any one of several paths. But when can some of these various approaches be used together effectively? Should you consider mixing an matching to best achieve your objectives? This article may be the United Nations for the improvement debate.

Lean Manufacturing And ERP – Conflict Or Coexist?

How many times have we been asked about the conflict between an ERP push and Lean Manufacturing pull approach? This seems to occur because nearly every company has an ERP application or is starting Lean from a push planning background. The “answer” is that they can coexist, but only when the line of demarcation has been firmly drawn and is actively managed.

Operations Modeling – Pennywise And Pound-foolish?

Are you facing a major operational decision: new plant, expanding or changing layout on an existing plant, adding or consolidating warehouses, moving into new distribution channels, etc. All of these and many more key operational decisions (including the decision to do nothing), can make or break cost, service, inventory levels and other key factors. The question is: how well have you anticipated the implications and results? Using simulation to asses these key decisions should be referred to as Friday morning quarterbacking: stealing the film for tomorrow's game to set strategies today...

ERP Selection For Performance Improvement

Deciding on a new enterprise resources planning (ERP) system seems like a straightforward task; gather requirements and put the solutions vendors through their paces. What may not be so readily apparent are the key drivers of the benefits, which can be “lost” in the numerous requirements and vendor demonstrations. This paper uses case studies to place focus on using the value drivers as primary selection criteria and as a change agent.

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