

# Supply Chain Management



Summarize each video in the space provided.

3:45



**Buy It: Managing Supply**  
<https://youtu.be/zYbtZ0x9 SA>

3:44



**Move It: Transportation and Logistics**  
<https://youtu.be/-ZpHiMTwOdM>

3:38



**Sell it & Service It: Retail Considerations**  
<https://youtu.be/ZUO2EaJnb-w>

# Supply Chain Management



**Summarize your understanding of each paragraph.**

In our business management and marketing class, we describe supply chain management (SCM) as five major processes. All students in these classes should memorize these processes.

**Buy** is the process to procure or purchase material, equipment, and commodities. **Make** is the process of manufacturing or assembling. **Move** is transporting. **Store** is warehousing. **Sell** is selling.

Examples of supply chain management work include new product development, inventory strategy, demand planning, sourcing and commodity management, logistics optimization, and sustainability.

All product-based companies have these five basic processes of buy, make, move, store, and sell. Even if the company does not directly perform the process itself, they enlist another company to do it.

# Read Potential Benefits



1. Read the passage. (SCM potential benefits)
2. Underline key expressions in each sentence.
3. Re-write each word (or expression) you underlined.
4. Summarize the passage.

*Read this. Underline key words.*

Provocative Business Change™ John A. Honeycutt 2005 ©

Having an exceptionally managed supply chain provides businesses with several benefits (advantages). Some examples of potential “bottom-line” benefits include:

- Cost reduction
- Customer lead-time improvement
- Lower buffer inventories from more reliable transportation
- Improved gross margin return on inventory investment
- Accelerated synergy capture in the event of mergers/acquisitions
- Improved process efficiency and cost reduction
- Fewer carriers to manage
- Ability to establish internal and external benchmarks

*Re-write words you underlined*

\_\_\_\_\_

\_\_\_\_\_

*Using a complete sentence, summarize or rephrase the passage*

\_\_\_\_\_

# Logistics & Distribution Services

This article describes Logistics & Distribution services offered by Deloitte.

*Whether a company is seeking a global transformational initiative or a series of effective tactical efforts, Deloitte's Logistics and Distribution practice offers knowledge, skills, and experience to help companies plan and efficiently operate their networks globally while executing effectively at the local level. We work with companies to develop strategy, identify opportunities, and create innovative alternatives that provide supply chain improvement for shareholders and customers.*

**Global transportation optimization**—We devise operating strategies to create global transportation networks with effective modes, services levels, and cost structures.

**Logistics strategy execution**—We design operating models that align with organizational design, network strategy and customer demand for effective management of global fulfillment and transportation operations.

**Omni-channel enablement**—We assist retailers to enable their supply chain to support cross-channel order demand.

**Merger and acquisition integration**—We help companies identify and realize logistics synergy opportunities like network rationalization and process standardization.

**Analytics**—We help integrate relevant data and provide important metrics on transportation spend, analysis, capacity utilization, and carrier performance using a Software as a Service (SaaS) delivery model to reduce the burden on Information Technology.

**Technology**—Our depth of experience with transportation management systems, information management, and business intelligence as well as technical integration efforts allows us to help companies improve and automate global logistics processes.

**Strategic freight sourcing**—We help companies develop and execute sourcing strategies to maximize their buying power in the marketplace. We use our standard methodology to execute an efficient sourcing process and perform analytically driven scenario analysis to optimize savings. And we help ensure savings and benefits are realized with implementation support and benefit tracking tools.

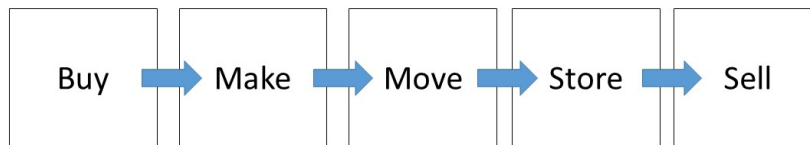
<https://www2.deloitte.com/us/en/pages/operations/solutions/about-our-logistics-and-distribution-services.html>

# Draw SCM Illustration



**Copy and Label the Illustration in the Space Provided**

**Illustration**



**Draw (Copy) the Illustration Here**

# Interpret a Graph



Write the title of the graph \_\_\_\_\_

Circle the type of chart this represents

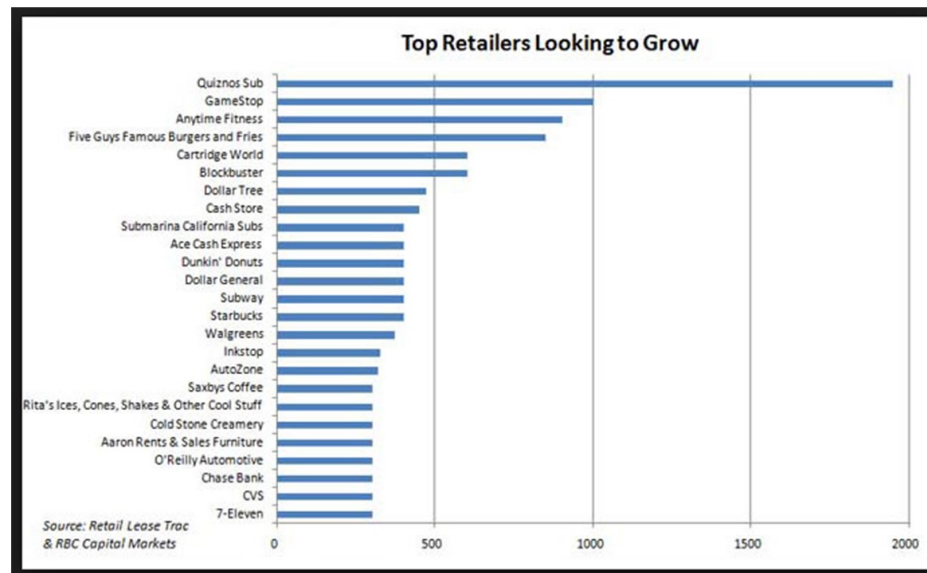
*Bar Chart   Line Chart   Pie Chart   Other*

If applicable,

What does the X-axis represent \_\_\_\_\_

What does the Y-axis represent \_\_\_\_\_

Summarize what this graph represents or conveys  
\_\_\_\_\_



# Show-Off Your Smarts!



## Instructions

- Assemble into a small group assigned by the instructor.
- As a group, review the questions below.
- As a group, select one of the questions to discuss.
- Discuss your ideas/answers/responses as a group.
- Select one person to present your response to the class.

**Q1. How can this information be applied to a young-person's life?**

**Q2. Why might this information be important to a business person?**

**Q3. What type of businesses must apply this information and why?**

**Q4. As a business owner, how would you apply this information?**

**Q5. How might this information make you a better employee?**

*Information covered in this topic ...*

Buy	Make	Move
Store	Sell	SCM
Optimize		Reduce Cost



# Review Your Understanding



**Based on the previous text and illustrations, answer these (T/F)**

Product-based companies generally have all five processes this class calls supply chain management. T / F

The first process in the supply chain is “Buy” – which is sometimes called purchasing or procurement. T / F

The “Make” process is about manufacturing or assembling component parts into something new. T / F

The “Move” process is about transporting goods and materials from one location to another. T / F

The “Store” process is about storing (or warehousing) things. T / F



The Business Marketing class teaches more about the final process called “Sell” – which includes sales and marketing. T / F

Government and non-profit organizations do not have to worry about a supply chain management process. T / F

Supply chain management processes often improve through good computer systems. T / F

Major professional services firms (for example, mgt. consulting firms) often have experts in SCM. T / F

Business people do not care about SCM. T / F

Self-Check. Don't Peek: T T T T T \* T F T T F



## R.A.C.E.

*Use this hypothetical business situation to complete your R.A.C.E. page.*



Assume you are starting a business. Your business will make desks and chairs for schools. You have a great design for your products in mind. You know that supply chain management is important.

**How would you respond to the situation?**

# Supply Chain Management



**Rephrase. Answer. Citation. Example.**

**Rephrase** the instructor's question regarding the topic.

**Answer** the question above in three ways. Use your notes from the videos, the summarized paragraphs, or the discussion.

1

2

3

**Cite** the source (video/paragraph) you used in your answers.

1 *Your source:*

2 *Your source:*

3 *Your source:*

**Example** write an example situation related to the topic.