

DEMAND PLANNING	NETWORK	SOURCING	SUPPLY PLANNING & EXECUTION	LOGISTICS
<p>Forecasting</p> <ul style="list-style-type: none"> Robust process and data sources Cross-functional interpretation Continuous improvement Appropriate modeling methods 	<p>Sales & Operations Planning</p> <ul style="list-style-type: none"> Senior sponsorship and involvement Process adherence Pre-meeting effectiveness Integration effectiveness Technology enablement Collaborative approach 	<p>Strategic Sourcing</p> <ul style="list-style-type: none"> Strategic importance Planning interface Supplier identification and selection Contract negotiation and execution Requisition-to-pay Spend optimization Data and information Systems and tools 	<p>Inventory Planning</p> <ul style="list-style-type: none"> Inventory strategy Inventory visibility and reporting Inventory management 	<p>Transport Inbound & Outbound</p> <ul style="list-style-type: none"> Carrier engagement Carrier base optimization Routing Load planning Optimized technology Critical data
<p>Demand Management and Supplier & Customer Alliance</p> <ul style="list-style-type: none"> Established process Strategic link Collaborative approach 	<p>Network Design Optimization</p> <ul style="list-style-type: none"> Supply chain strategy Manufacturing / outsourcing location Distribution network Modeling tools and techniques 	<p>Supplier Relationship Management</p> <ul style="list-style-type: none"> Supplier collaboration Performance management Risk management System and data 	<p>Assessment & Selection</p> <ul style="list-style-type: none"> Decision process and criteria 	<p>Warehousing & Distribution</p> <ul style="list-style-type: none"> Aligned strategy Operation optimization Effective controls In-warehouse technology
<p>Market / Customer Planning</p> <ul style="list-style-type: none"> External input / collaboration Quality of market intelligence Competitive intelligence (CI) Predictive demand shaping 	<p>Net Requirements Planning</p> <ul style="list-style-type: none"> Proactive data management Net requirements planning technology 	<p>Material Management (Above Plant)</p> <ul style="list-style-type: none"> Above market planning Supplier inventory collaboration 	<p>Capacity Planning & Execution</p> <ul style="list-style-type: none"> Optimized capacity utilization Unexpected events Outsourcing strategies 	<p>Import / Export Compliance</p> <ul style="list-style-type: none"> Compliance program Compliance activities Compliance tools Security / continuity
<p>Post-Sales Activities</p> <ul style="list-style-type: none"> Savings-based interaction "What If" visioning 	<p>Organizational Effectiveness</p> <ul style="list-style-type: none"> Organizational design Collaboration 	<p>Procurement Contracts</p> <ul style="list-style-type: none"> Purchasing and logistics integration Contract performance scorecard Compliance audit & CI 	<p>Contract Development & Filing</p> <ul style="list-style-type: none"> Procurement-led process 	
<p>Product & Process Development</p> <ul style="list-style-type: none"> Innovation process integration Manufacturing consideration Supply chain consideration R&D tieback to Market / Customer Planning & Alliance 	<p>Make vs. Buy</p> <ul style="list-style-type: none"> Strategic alignment Decision process Modeling support 		<p>Plant Order Fulfilment</p> <ul style="list-style-type: none"> Schedule generation Quality and safety 	
<p>Working Capital</p> <ul style="list-style-type: none"> Customer strategy Cash management Sales management Sales order processing Purchasing strategy Selection and negotiation 	<p>Service-Oriented Architecture</p> <ul style="list-style-type: none"> Shared vision and goals Collaboration Duplication elimination Co-optimized processes and contingencies 		<p>SRM / Ongoing Operation</p> <ul style="list-style-type: none"> Contract manufacturer collaboration Performance management Risk management System and data 	
<p>Market Identifier to Market Creator</p> <ul style="list-style-type: none"> R&D participation "What If" strategic visioning 	<p>Velocity & Agility</p> <ul style="list-style-type: none"> Cost-to-serve framework Contingency development Analytic-driven CI Agility dimensions 		<p>Order Management & Shipping</p> <ul style="list-style-type: none"> Optimized enablers Customer prioritization Functional interface Systems technology 	
			<p>Materials Management</p> <ul style="list-style-type: none"> Policies and practices Product data 	
			<p>Stores Management (MRO)</p> <ul style="list-style-type: none"> Maintenance management 	

