

# Rethinking Inventory Strategies in a New Supply Chain Era

written by Lauri Moon | August 21, 2024



In the wake of recent disruptions, the vulnerabilities of just-in-time (JIT) inventory strategies have become increasingly apparent, leaving many companies scrambling to adapt. Join Brian Deal, Director of Strategy and Supply Chain Services at IMC's sister center, DVIRC, for an in-depth webinar that delves into the challenges and opportunities presented by the shift away from JIT.

This session will provide a comprehensive analysis of key strategies such as make-to-stock versus make-to-order, and how these decisions impact your bottom line. We'll also explore the role of min-max systems in managing both finished goods and work-in-progress (WIP) materials, offering practical insights into maintaining the delicate balance between too much and too little inventory.

Brian will discuss why inventory, often seen as a necessary evil, is now a critical element in maintaining supply chain resilience, and how to determine the optimal inventory buffer to protect against future disruptions. Attendees will leave with actionable strategies to enhance their inventory management processes, ensuring their businesses are better prepared for the uncertainties ahead.

## Key Takeaways:

- Understand the limitations of just-in-time inventory and explore other

inventory strategies.

- Learn the pros and cons of make-to-stock vs. make-to-order strategies.
- Explore min-max systems for optimizing inventory levels of finished goods and WIP materials.
- Discover how to calculate and manage an effective inventory buffer.
- Gain insights into balancing inventory costs with the need for supply chain resilience.

This webinar is essential for supply chain professionals and business leaders looking to future-proof their operations and make informed decisions in a rapidly changing environment.

[Register](#)

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# How COVID-19 Will Trigger Global Supply Chain Realignment... and What To Do About It

written by Lauri Moon | August 21, 2024

## ***The Sequential Consequences of China Ripple Effects from Coronavirus***

IMC sister-center Catalyst Connection is hosting this webinar that will explore the ramifications of the COVID-19 virus, starting with the initial impact at the center of the virus in China, then in terms of the short-term effects on business and finally the long-term impact on trade and global supply chains. This webinar will demonstrate how a cascading effect starting in China will magnify several existing critical macro-trends within China that will ripple outwards and dramatically affect supply, revenue, earnings and market share of a significant range of global companies.

Even if businesses do no commerce with China at all, the widespread and pervasive

effects of these trends will still reach them and influence prospects for survival and growth, alike. This one-hour webinar will examine these effects and how the downstream results will dramatically change global supply chain and pose serious challenges for US businesses unprepared for this adjustment:

- Supply chain disruption
- Shipping and transportation problems
- Work force concerns
- Reductions in quality & productivity
- Capital & liquidity issues
- Production relocation & global supply chain realignment

Finally, you will learn about a series of detailed recommendations to help businesses affected by this cataclysmic change come out of this stronger than ever.

**Presenters:**



**David Iwinski Jr.** CEO - Blue Water Growth LLC Pittsburgh

Mr. Iwinski is the Managing Director of Blue Water Growth, a global business consulting firm with extensive on-the-ground experience and expertise in Asia. Its services include merger and acquisition guidance, private capital solutions, product distribution, production outsourcing, and a wide variety of business advisory services for its Western and Asian clients.



**Dennis Unkovic, Esq.** Meyer, Unkovic & Scott LLP  
Pittsburgh

Mr. Unkovic represents U.S. and foreign entities in their international activities. His involvement includes negotiating commercial transactions, mergers and acquisitions, and inbound and outbound investment projects. He has traveled to 64 countries, with significant involvement in Japan, China, Southeast Asia, Australia, and Europe. For three years, he was Board Chair of Meritas, a highly ranked legal network of 7,658 lawyers in 94 countries.

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# New Product and Process Development - From Strategy to Factory Floor

written by Lauri Moon | August 21, 2024  
**The *SPEED OF CHANGE* keeps increasing in *EVERYTHING*. Including...**

· Customer Requirements	· Technology	· Communications
· Competitive Marketplace	· Knowledge/Know-How	· Materials
· Supply Chains (Reshoring)	· People (Turnover)	· Methods/How-To's

**The time is NOW for manufacturers to get better at INNOVATION - at New Product Development and Implementation.**

IMC is offering this no-cost webinar featuring:



### **3P (Production, Preparation, Process)**

#### **A time-tested methodology for New Product and Process Development**

On this webinar, we will cover:

- Introduction of the **3P methodology for New Product and Process Development and Implementation** (with Lean/CI Master Black Belt, Jeff Kopenitz)
- A look at New Product-related business considerations (strategic, financial, sales, marketing)
- How the IMC Team can support you and your company on New Product Development and Implementation

**Register**

Zoom login information will be shared prior to the event.

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# **Optimizing Production in the Age of Digital Transformation**

written by Lauri Moon | August 21, 2024

Today's Markets are no longer satisfied with "standard" products and services. Manufacturers are increasingly driven to produce smaller quantities of a wider variety of products - and to do it with great efficiency. Rigid, inflexible processes no longer meet the needs of the market. Flexibility and agility are required to compete and succeed in this highly dynamic environment.

Fortunately, we live in a time of digital transformation where our goals are no longer hampered by restricted back office systems with capabilities limited to specific partners. This is a rigid transaction-based mode of operation. New technologies can now bring about the revolutionary change needed to transform the value creation model. Manufacturers globally are increasingly moving from product-centric, slow, rigid, & static supply chains to an experience-centric, fast, agile, and dynamic value network.

In this webinar you will learn how the modern manufacturer orchestrates operations through the effective use of digital and analytic technologies available today.

Areas we will explore include:

- How the effective adoption of technologies such as advanced supply chain planning, optimization, IOT and edge computing drive value creation now and in the future.
- Understanding the art of what is possible by modelling all of the operational processes.
- Bringing long-term plans into focus for effective execution in the real world.
- How advanced planning technology is already delivering a competitive advantage today.
- What the digital transformation journey looks like and how to apply the enabling technologies.

## **Speaker**

 **Camilo Gaviria, Vice President of Technical Sales at DELMIA, Dassault Systèmes**

Camilo Gaviria is the Vice President of Technical Sales at DELMIA. He oversees the DELMIA Center of Excellence within Dassault Systèmes. Prior to this, He was the Senior Business Director for Metals & Manufacturing, and the Director of Quintiq Latin America. Camilo holds a bachelor's degree in economics and a master's degree in econometrics and operations research. He is also a certified Lean Six Sigma Black Belt.



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# Supply Chain Visibility: A New Look

written by Lauri Moon | August 21, 2024

Are you keeping up with the evolution of supply chain visibility?

Many of the world's top supply chain organizations are gaining an understanding of how their supply chain flows are tied to outcomes. As a result, they make better business decisions, stay ahead of problems, and gain new efficiencies.

In this session, you'll see how to:

- Gain actionable insights with an end-to-end view of your supply chain
- Identify new opportunities for supply chain process improvement
- Reduce bottlenecks, while improving profit margins and satisfaction

## Speakers

**Sean T. Riley, Global Industry Director, Manufacturing & Transportation, Software AG**

Sean Riley is the Global Industry Director for Manufacturing & Transportation for Software AG. Over the past six years, Mr. Riley has been obsessively focused on

enterprise digital transformation with a focus on leveraging technologies like IoT, Predictive Analytics, Machine Learning and Intelligent Automation as applied to production, field services, supply chains, logistics and new product development. Prior to joining Software AG in 2011, Mr. Riley has over ten years of experience in the supply chain and logistics fields. In addition to his work experience, Mr. Riley has received a BA in Business Administration from Hanover College, a MBA with Distinction from DePaul University and is a certified Six Sigma Greenbelt. As well as being a continual guest lecturer for DePaul University, Mr. Riley also sits on the curriculum advisory committee for the DePaul Graduate Program for Supply Chain and Operations Management and has been named a Supply & Demand Chain Executive “Pro to Know” for the sixth consecutive year.

### **Erick Argueta, Vice President, Global Enterprise Solutions, Visual Enterprise Architecture**

Erick Argueta is Vice President of Global Enterprise Solutions at Visual Enterprise Architecture. Over the past 15 years, Mr. Argueta has helped numerous clients foster innovation and effectively bridge the gap between business and IT to provide successful results in Global Business Transformation initiatives. Prior to joining VEA, Mr. Argueta was responsible for the management and supply chain operations of a multi-million dollar production facility of infrared sensors. He holds a Masters in Technology Management from the Wharton Business School at the University of Pennsylvania.



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# Transforming Manufacturing for Growth

written by Lauri Moon | August 21, 2024

## Gaining a Competitive Advantage with IoT

Industrial IoT is ushering in a new era of vastly improved performance in the world of supply chain management, production process and 'smart factories'. The IIoT is helping companies improve productivity and safety while increasing engagement, differentiating their offering, and generating new revenue streams. Those leveraging IIoT technologies including cellular connectivity are far more efficient, productive and profitable than their non-connected counterparts—providing them a distinct competitive advantage.

Join IndustryWeek and Sierra Wireless on October 23rd for this 60-minute webinar and discover the foundational layers and complex collection of technologies that are required to get started with smart connectivity to generate, process and use machines for a competitive advantage in industrial business, using IoT.

Our panel of industry experts will explore:

- Current and future trends in Industrial IoT
- Real-life examples of how IoT is transforming manufacturing businesses
- Getting started for determining the 'right' IoT strategy for you
- Recommendations for working with the right solution providers
- Future-proofing your business for a competitive advantage

### Speakers

 **Vaibhav J. Parmar, Partner, PwC**

Vaibhav is Partner in PwC's Technology Consulting organization, focused on IoT, Cloud, and Software Defined Networks. He has 20 years of experience in sales, business development and client service delivery of technology advisory, consulting, systems integration and managed services projects globally. His specialties include technology infrastructure (telecom / networks, cloud, data centers, service management), emerging technologies (automation, analytics, mobility, Internet of Things), and cybersecurity.

Vaibhav has worked with clients in the telecom, mobile, cable, high tech, energy, utilities, mining, hospitality, retail and transportation industries. His experiences include strategy development, assessments, technology infrastructure design and implementation, business case development, mobility enablement and applications, technology and product development, and systems operations and management. Vaibhav has spoken at industry conferences such as DistribuTECH, UTC Telecom, CTIA Wireless, WiMAX Forum, and TeleManagement Forum, and has participated in industry organizations such as FCC, IEEE, Utilities Telecom Council and WiMAX Forum.

Vaibhav holds a Master's degree in Electrical Engineering and a Bachelor's degree in Electrical Engineering, both from the Georgia Institute of Technology in Atlanta USA.

#### **Vijay Ujjain, Director, IoT Lab, Emerging Technology, PwC**

Vijay leads the IoT Team for the Emerging Technology Lab at PwC. He has a passion for developing innovative technology solutions and building prototypes. Vijay joined PwC with over 20 years of experience with wireless, cybersecurity and network design areas. He is recognized by peers as a leader in the Internet of Things (IoT), broadband wireless (LTE) and Low Power Sensor Networks space. He provided leadership to engineering teams at a pivotal time in transition to a scalable, cloud based architecture and connecting sensors to the cloud. Vijay has extensive experience with end-to-end aspects of IoT incl. distributed architectures for edge computing.

Previously, Vijay was VP Product Management at Proximity till its acquisition. He also led the efforts on standardization of Smart Grid Security architecture, content

transfer for aviation systems and optimization of multi-mode wireless systems. Career includes senior engineering roles at Freescale Semiconductor, Ingenu, and Motorola.



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# **Webinar: The Servitization Revolution in Industrial Manufacturing**

written by Lauri Moon | August 21, 2024

Engineering & Manufacturing (E&M) companies are advancing their business models to focus more on providing services and capability to their customers, a practice known as "servitization." As core markets are becoming increasingly saturated, and product margins are under pressure, companies are aligning their supply chain strategies to meet their customers' heightened expectations.

Service type activities already make up from one-third to more than one-half of manufacturing employment in some industries. And in today's marketplace, more and more companies are offering after-market services or complete solutions that

are closely coupled to the manufacturer's products.

While having a digital strategy is important for any manufacturer today, that's only half the story. There is a huge shift towards the consumption of services over the consumption of products, and it's this combination of digital pressures and demand for services that is bringing about a revolution in industrial manufacturing.

DHL's Engineering & Manufacturing sector and The Advanced Services Group have created a white paper series focused on this shift in business models, and in this webinar you'll hear from several experts who will discuss servitization in the context of value networks as well as supply chain strategies and its impact on E&M industries. You'll also hear a best practice case study that will shine a light on the transformational change process – from strategy articulation to process definition and decision enablement.

## **Speakers**

### **Reg Kenney, President, Global Engineering and Manufacturing, DHL, Customer Solutions & Innovation**

Involved in the logistics and transportation industry for 40 years, Reg Kenney is President of DHL's Global E&M Sector and Head of DHL's Customer Solutions & Innovation, Americas Region, based in Plantation, Florida.


Roles prior to this included Executive VP, DHL Global Customer Solutions, Americas Region and – with Air Canada Cargo for 20 years – a variety of executive-level assignments including Director of Sales, GM of Western North America, and GM of System Operations. Reg has been a member of the Council of Supply Chain Management Professionals since 1999.

### **Tim Baines, Professor and Executive Director, The Advanced Services Group, Aston Business School**

Tim is the leading international authority on servitization and spends much of his time working hands-on with both global and local manufacturing companies to understand servitization in practice and help to transform businesses.

He spent ten years working in manufacturing businesses, beginning his career as an apprentice. His background gives him a personal understanding of the challenges faced by the industry and of the need for practical, relevant guidance on implementing change strategies.

His book *Made to Serve: How manufacturers can compete through servitization and product service systems* described as, 'Essential reading for any companies or executives looking to explore this option for their business' provides a practical guide to servitization, based on in-depth research with leading corporations such as Xerox, Caterpillar, Alstom and MAN Truck & Bus UK.

 **Jim Euchner, Honorary Professor, Aston Business School, Former VP for Global Innovation, Goodyear**

Jim Euchner is an Honorary Professor at Aston Business School and the Editor in Chief of *Research-Technology Management*, a peer-reviewed journal for practitioners of innovation, technology and research management. He was previously Vice President of Global Innovation at Goodyear Tyre & Rubber Company, where he led the development of new businesses and helped launch businesses on three continents.

Prior to his work at Goodyear, Jim held positions as Vice President of Growth Strategy and Innovation at Pitney Bowes, Inc. and Vice President, Network Systems Advanced Technology at Bell Atlantic. He is particularly interested in the use of lean startup approaches in large organizations and the challenges manufacturers confront in moving to services-led business models.

Roles prior to this included Executive VP, DHL Global Customer Solutions, Americas Region and - with Air Canada Cargo for 20 years - a variety of executive-level assignments including Director of Sales, GM of Western North America, and GM of System Operations. Reg has been a member of the Council of Supply Chain Management Professionals since 1999.

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# **Webinar: Facilitating Lean with Synchronized Planning and Scheduling**

written by Lauri Moon | August 21, 2024

Discover the value of a Lean synchronized approach to production scheduling with an integrated approach to maximizing production scheduling effectiveness. DELMIA Ortems Agile Manufacturing range of advanced planning software successfully complements the traditional ERP, MES, PLM and SCM management systems. See how this new approach adds the power of constraint-based finite-capacity resource optimization, and synchronization of production flows – from raw materials through to finished products.

In today's world, companies are challenged to anticipate new production introductions, rationalize urgent transportation expenses, reduce penalties for late delivery, and protect margins. Manufacturers look to maintain the correct level of inventories with precision while confronted with the need to compress manufacturing cycle times with increased demand complexity and variability.

Attendees can expect to gain insights specific to plant management and optimization, and how to address plant planning & scheduling challenges, while also

learning key attributes of the DELMIA Ortems solution including:

- Specific time and production savings customers have achieved leveraging predictive analytics
- How to more effectively align your shop floor resources leveraged with technology
- How to compress manufacturing cycles times
- How to more effectively manage setup times, sequencing and how to run infinite “what-if” scenarios to make the right decisions
- How to ensure efficient inventory controls while managing a multitude of production variables
- How DELMIA Ortems works with and can effectively complement your current ERP
- How to reduce penalties and protect margins

All delivered in a highly dynamic real time approach focused on advanced plant centric planning & scheduling.

## Speaker



**Thomas Muth, DELMIA Industry Director, Dassault Systèmes**

Thomas Muth has over 20 years experience industry marketing in Manufacturing Operations Management and ERP solutions serving a wide range of industries. Graduate of University of Wisconsin.



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# Webinar: Why Current Production Scheduling Tools Aren't Helping You Deliver On-Time and How to Fix It

written by Lauri Moon | August 21, 2024

Tremendous strides have been made over the last 50 years in Production Scheduling. Once an extremely manual and time-consuming process, most of today's ERP software packages have automated scheduling embedded and/or Advanced Planning and Scheduling tools available to bolt on to them.

Unfortunately, however, in spite of the tremendous amount of functionality, companies continue to struggle to deliver orders to their customers on-time. And in many cases, after making valiant, but unsuccessful efforts to "go-live" with production scheduling software, companies revert to scheduling the shop floor using whiteboards and spreadsheets - an extremely manual and time-consuming process.

Why is this? We will explore the underlying causes of the failure of modern production scheduling tools to make significant sustainable improvement to on-time delivery or the reduction of lead-times in Manufacturing companies today.

And then we will propose a simplified but effective alternative approach that combines several concepts from Manufacturing performance improvement philosophies.

You will learn:

- How to be confident you're always working on the right job at the right time.



- What the key factor is that prevents you from trusting Scheduling software.
- How to comfortably accept and manage “Rush” jobs.
- Why there is a disconnect between the “Dispatch List” produced by Scheduling programs, and the true priorities on the Shop Floor.
- How to easily deal with customer sales order date pull-ins (and push-outs) without having to run MRP or a scheduling program.
- How to quickly and comfortably lower WIP, speed flow, reduce lead-times and raise your On-time Delivery Performance into the 90’s.

## **Speaker**

### **Mark Lilly, Partner, Owner & Director - LillyWorks Protected Flow Manufacturing**

Mark’s passion is revealing the gap between the status quo within a company, and the potential performance that could be achieved with a plan and the right software tool. He’s been doing it for over 25 years for small to medium manufacturing companies, primarily by showing how software can “dramatically” improve their business performance. He especially likes to focus on the competitive capabilities such as delivery performance, by helping companies with the seemingly continuous struggle with shop floor scheduling.

Mark comes from a strong family background of helping Manufacturers with production scheduling. His father created several manufacturing software applications designed to help companies with shop floor scheduling, such as Profitkey, VISUAL ERP and the latest, LillyWorks Protected Flow Manufacturing. Both his siblings are Co-Presidents at LillyWorks.

But even the best software can’t do a thing without a change management plan that focuses on delivering the desired results. It’s all about motivating people to modify their behavior to support the actions necessary to effect the desired change. After acquiring a foundation of knowledge in computer science and psychology at Cornell 30 years ago, he’s continued to learn both the technology and people side of the equation in making significant and lasting changes in the business performance of a company.



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# **Webinar: Capacity Planning in Complex Supply Chains**

written by Lauri Moon | August 21, 2024

For many manufacturers, capacity planning remains one of the most challenging processes to optimize. How can manufacturers maximize throughput across a complex multi-site network and get to rate? The answer lies in creating feasible capacity plans that account for real-world constraints.

Join *IndustryWeek* for this webinar in partnership with Quintiq to learn:

- Why planning to infinite capacity leads to infeasible plans and reduced responsiveness to demand
- The importance of including constraints like raw material availability, labor, and transportation lanes into your capacity plans
- The leading edge capabilities helping organizations to achieve maximum supply chain visibility and optimization

**Speaker**

## **Mark Reissig, Solution Architect, Quintiq**

As a solutions architect with Quintiq's manufacturing team, Mark works with organizations across a wide range of industries to help uncover the top challenges in their supply chain management processes and identify technology solutions to solve them.



### **Technical Details**

This webinar will be conducted using a slides-and-audio format. After you complete your registration, you will receive a confirmation email with details for joining the webinar.

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