



Changing Role of the Supply Chain Professional



North Central Florida Chapter
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Denise D. Gillespie, CPIM, CIRM, CSCP



What's happening in business?

- Increased globalization
- Change is more frequent & faster
- Proliferation of more products
- Downward pressure on cost is continuous
- Increasing cost to win & keep customers
- Technology is changing the way we do business
- Supply chains are viewed as strategic weapons, not a cost of doing business

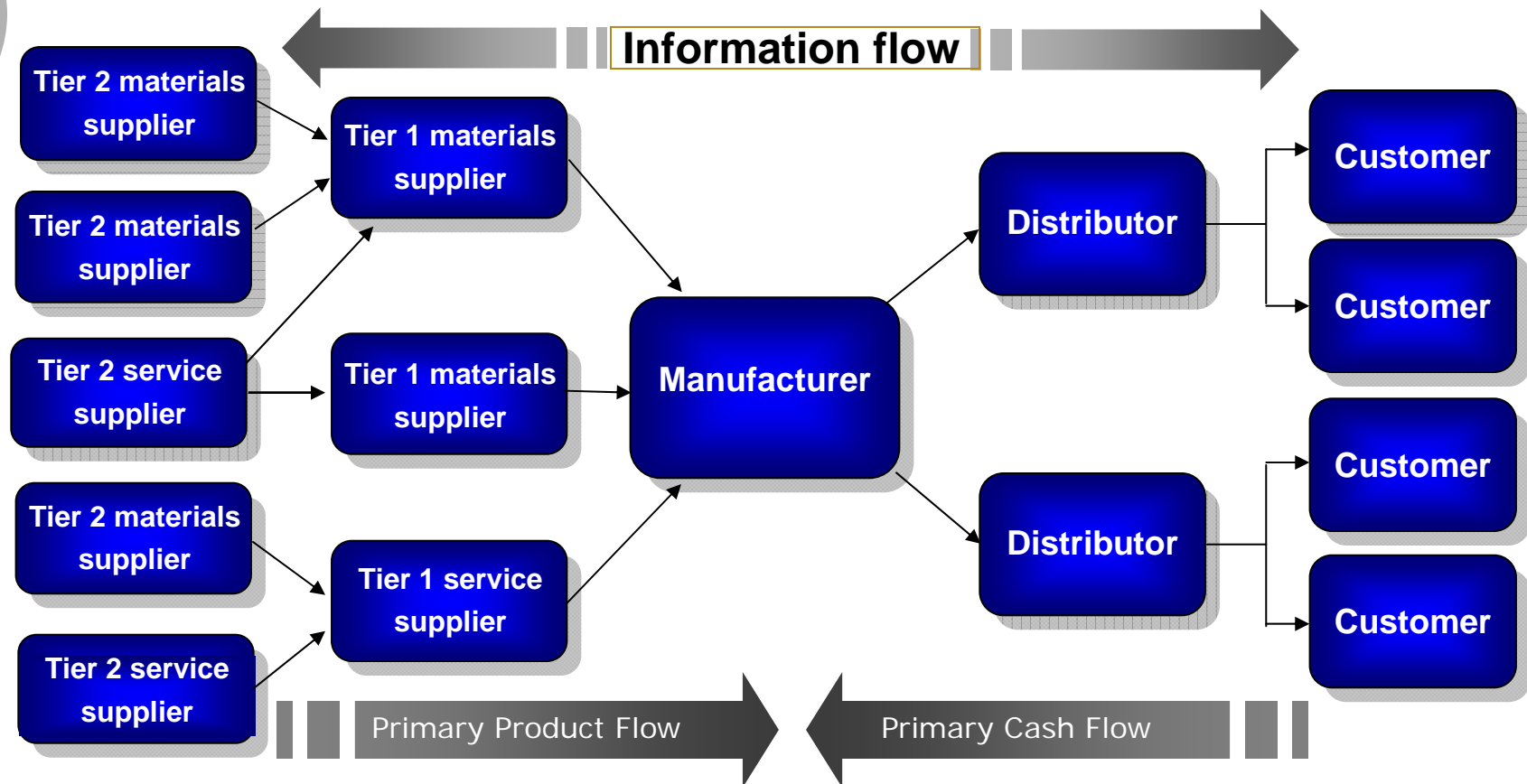




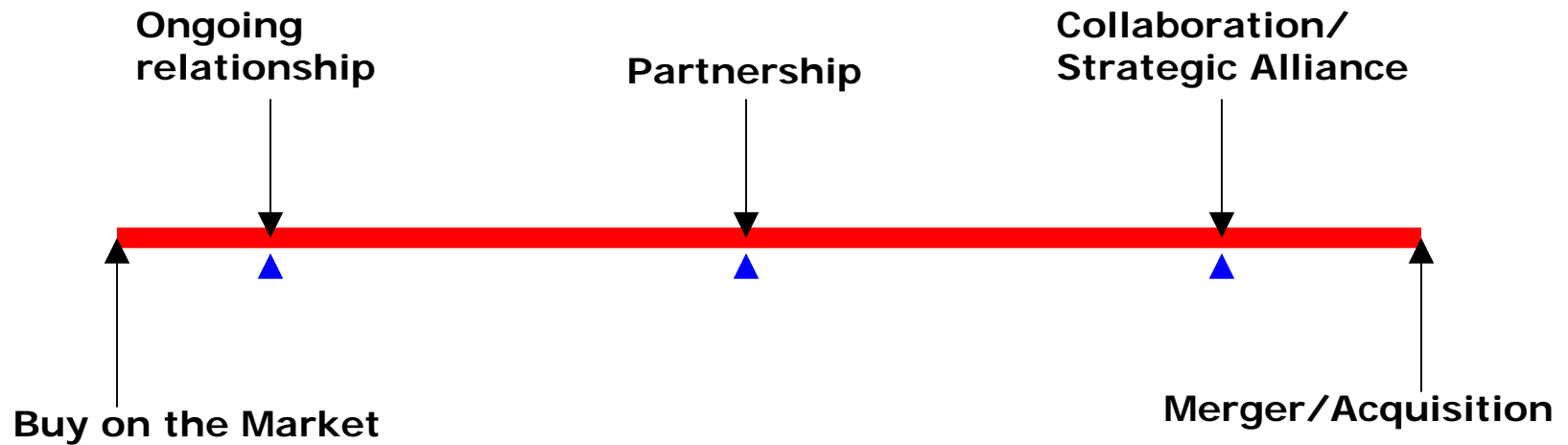
Impact on SCM?

- Outsourcing is growing
- Suppliers are not local
- New suppliers are continuously added
- Tactical activities will use technology
- Strategic sourcing and forming alliances will be the value-add
- Focus is on managing the entire supply chain

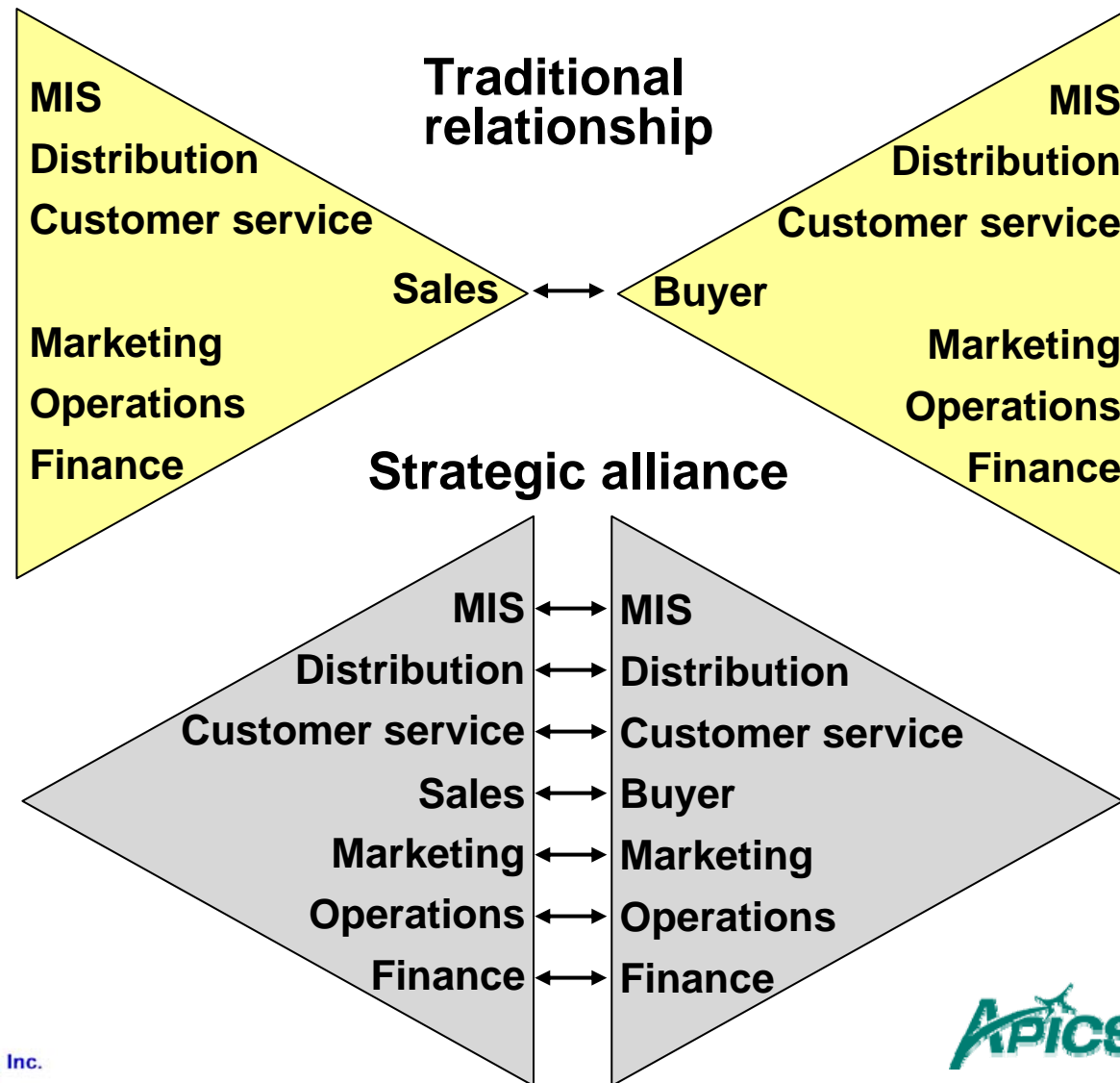
Supply Chain – Manufacturing



Business Relationships Spectrum



Traditional vs. Strategic Relationships

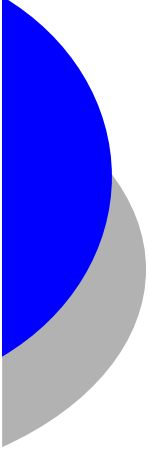




Trends driving SCM effectiveness

- Increase interest in lifetime customer relationships
- Strategic relationship management with suppliers & customers
- Strategic cost reductions
- Integrated systems & collaboration
- Greater focus on **total cost** and **lifetime revenue** opportunities
- Strategic vs. tactical orientation





“Supply management’s evolution: key skill sets for the supply manager of the future”

*Giunipero, Handfield, Elantways
International Journal of Operations & Production Management*



Skills needed for Strategic SCM

- Team building
- Strategic planning
- Communication
- Technical
- Broader financial & business
- Other considerations





Team Building Skills

- Leadership
- Decision-making
- Influencing
- Compromising





Strategic Planning Skills

- Project scoping
- Goal-setting
- Project management
- Project execution





Communication Skills

- Presentation
- Public speaking
- Listening
- Writing

“Supply management is a communication-oriented business that requires the ability to speak clearly and write concise accurate reports.”

Giunipero, et al.

IJOPM



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Technical Skills

- Web-enabled research & sourcing
- Fundamental IT principles
- ERP systems
 - Integrated across the supply chain

“Supply Managers must look for ways to realize savings by overcoming inefficiencies inherent in traditional paper, phone, and fax-based purchasing and procurement processes.”

*Giunipero, et al.
IJOPM*



Broader Financial & Business Skills

- Understanding your industry
- Economics
- Financial statements & cost accounting
- Making the business case





Other Considerations

- Global management
- Experience & credibility
- Functional skills





What do you need to do?

- Get your mindset right
- Educate yourself & stay current
 - School
 - Professional Associations
 - Certifications
- Learn technology
 - Make *it* work for you, not *you* for it!
- Develop skills by gaining experience
 - Seek out opportunities
 - Cross training





What's in it for me?

- BIG \$\$\$\$\$
 - ISM 2008 Salary Survey
 - Average Compensation = \$92,165
 - High Salary is \$520,000
 - Median Salary is \$80,000
- Travel Opportunities
- Experience other cultures
- Meet more people
- Have a future

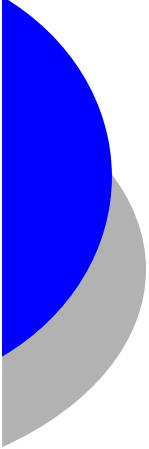




Summary

- Supply chains are viewed as a competitive advantage, no longer a cost of doing business
- Relationships within the supply chain will require different strategies for each partner
- Strategic alliances with partners will require on-going management
- Strategic skills will be required and need to be current to manage these partners





“Financial acumen, negotiation skills, supplier evaluation skills, internet literacy and strategic thinking are all important skills for supply chain managers today and in the future.”

Giunipero, et al.

IJOPM



The Denmark Group, Inc.





My Sources

“Supply management’s evolution: key skill sets for the supply manager of the future”

*Giunipero, et al
IJOPM - November, 2006*

“The Emerging Supply Chain Management Profession”

*Dischinger, et al.
Supply Chain Management Review
January, 2006*

2008 ISM Salary Survey Results

*Institute for Supply Management
May, 2008*

APICS CSCP Curriculum

Managing Customers & Suppliers (Module 3)



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More Information

Contact me

Denise D. Gillespie, CPIM, CIRM, CSCP
The Denmark Group, Inc.

Email: dgillespie@thedenmarkgroup.com

Phone: 407-339-2363

www.thedenmarkgroup.com



The Denmark Group, Inc.

