



The Profitable Supply Chain

A Practitioner's Guide

Ramnath Ganesan

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François Maon, Sankar Sen



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The Profitable Supply Chain Ramnath Ganesan, 2014-12-30 The Profitable Supply Chain A Practitioner s Guide provides a first principles approach to understanding the drivers of today s successful supply chains covering everything from inventory and demand management to network planning to technology driven improvements in efficient supply chain management Apart from introducing the latest concepts and methods supply chain expert and consultant Ramnath Ganesan provides numerous real world examples and cases to clarify how his process oriented approach can be applied to specific situations together with spreadsheet functions when appropriate Practitioners will be especially interested for example in the sections on assessing external factors for demand modifying network routings in response to rising fuel prices designing a framework for identifying issues and tracking actions and instituting financial measures to track performance The book addresses situations found in such industries as consumer electronics healthcare telecommunications consumer goods industrial equipment building materials and many others No matter the industry all firms trading products face operational challenges in producing and or moving goods in a geographically dispersed global network while fulfilling customer demand in a timely and cost efficient manner Such demands can only be supported by a rigorous approach that aligns supply with demand an approach this book outlines clearly and simply The Profitable Supply Chain will prove a valuable reference for production schedulers plant managers material managers demand planners and supply chain executives Among other things it covers the following topics in great depth How to design and implement an efficient scalable supply chain management process from the ground up or improve the one you have How to maintain adequate inventory levels while reducing the cost of supplying products How to implement specific metrics that help improve supply chain performance and forecast accuracy How to gain competitive advantages through the latest advances in IT architecture and software This book will also be of immense value to information technology professionals That includes enterprise application developers charged with designing and implementing a supply chain IT architecture as well as those administering and maintaining an enterprise resource planning or advance planning system There are few areas in business more ripe for cost reductions than in the supply chain The Profitable Supply Chain is therefore your go to resource for making supply chain operations leaner more efficient and ultimately far more profitable than they are now

The Profitable Supply Chain Ramnath Ganesan, 2008-09-03 The Profitable Supply Chain provides a first principles approach to understanding the drivers of today s supply chains Targeted at practitioners and students the book describes concepts methods metrics and process steps for improving performance Practitioners will be specially interested in the discussions on the impact of external factors on demand modifying routings and the network in response to rising fuel prices and the use of metric information charts for tracking performance and actions Where applicable spreadsheet functions for performing calculations have been described Ramnath Ganesan received his Ph D from Penn State Since then he has worked at and consulted with several companies in the

Electronics Consumer Goods Telecommunications Construction and Software industries The concepts and methods presented in this book have been used by the author to initiate change operate and improve performance at these companies

A Practitioner's Guide to Effective Maritime and Port Security Michael Edgerton, 2013-10-25 Sets forth practices to ensure security and foster international trade Written with an international perspective this book analyzes the complex set of factors affecting the security of port and maritime operations including shipping politics economics crime and terrorism Author Michael Edgerton critiques current approaches to maritime and port security based on his more than twenty five years of experience in the field He not only points out vulnerabilities in today's practices but also provides a set of proven and tested recommendations that recognize the role and interests of both government and the private sector in enhancing security while ensuring the flow of international trade Readers may be surprised to learn that with greater efficiency they can actually improve security while reducing the cost of security at the same time Using real world case studies to support its analyses and recommendations *A Practitioner's Guide to Effective Maritime and Port Security* Reviews the core components of the international maritime operating environment Assesses the potential threats to ports in the maritime environment Examines approaches to maritime port security in the United States European Union and around the world Presents principles for effective risk based maritime and port security At the end of the book two appendices provide a framework for conducting security risk assessments and threat assessments There's also a third appendix to help organizations assess their risk appetite Recommended for students and professionals responsible for the safety and security of ports and maritime trade this book reframes port and maritime security as a key component of a multidisciplinary system in which secure and efficient trade is the objective

Leading Procurement Strategy Carlos Mena, Remko van Hoek, Martin Christopher, 2021-09-03 Delivering successful procurement programs has helped businesses like IKEA Tesla and Nike maximize the potential of their resources and gain the competitive advantage Learn how to develop similar strategies that meet the needs of the business customers and suppliers and lead their implementation using insights from the experts in procurement strategy *Leading Procurement Strategy* provides readers with a complete overview of the skills knowledge and tools needed to implement a successful procurement strategy The expert author team of Carlos Mena Remko van Hoek and Martin Christopher present practical advice and guidance underpinned by academic theory and supported by an extensive range of real world case studies including IBM IKEA John Deere NASA Nike and Tesla Readers are shown how to develop deliver and sustain procurement performance with clear and accessible guidance The third edition offers the latest insights into the future of procurement and digitalization updates on green and socially responsible procurement and a revised structure The key issues affecting the procurement function are covered and tips for developing the best practices in teams are found throughout

The Practitioner's Guide to Antitrust in China Becky Nao Koblit, 2015-08-27 Management and legal counsel of foreign companies operating in China as well as those outside China with Chinese business desperately need to keep up

with the fast paced antitrust developments in the most dynamic market in the world The author of this book Becky Koblitz is a seasoned antitrust lawyer for a major U S law firm in Beijing She has decades of legal experience as a prosecutor at the Antitrust Division of the U S Department of Justice as well as in house counsel for a German subsidiary of a major American real estate development company and as a lawyer at law firms globally Her rich experience in the U S Europe and China now often regarded as the three centers of global antitrust makes her the perfect candidate to write a book on China s antitrust development Her book is a quick read that tells what there is to know about China s antitrust enforcement and includes practical advice and examples for the various aspects of antitrust dealing with competitors dealing within the supply chain mergers etc She writes in a straight forward language such that non antitrust lawyers can get beyond stock phrases like illicit price coordination abuse of dominance or unilateral effect Her book is a valuable and practical cookbook for antitrust compliance training and beyond Another feature of the book is that it provides both legal and economic perspectives on antitrust analysis in China which is important given that economic analysis is increasingly adopted by China s antitrust agencies and the Chinese courts Thus understanding the logic and methodology behind economic analysis as applied to Chinese cases is key to conducting proper antitrust legal analysis that is tailored to the Chinese context To write a book on the burgeoning antitrust enforcement and practice for the constantly evolving Chinese market is a real challenge The trick and it is not as easy as you would think is to write simple declarative sentences understandable to the antitrust layman and at the same time not lose the rigor of antitrust analysis I think this relatively short book is a remarkable achievement in meeting such a challenge but I invite you to judge for yourself

Practitioner's Guide to Business Impact Analysis Priti Sikdar, 2017-09-19 This book illustrates the importance of business impact analysis which covers risk assessment and moves towards better understanding of the business environment industry specific compliance legal and regulatory landscape and the need for business continuity The book provides charts checklists and flow diagrams that give the roadmap to collect collate and analyze data and give enterprise management the entire mapping for controls that comprehensively covers all compliance that the enterprise is subject to have The book helps professionals build a control framework tailored for an enterprise that covers best practices and relevant standards applicable to the enterprise Presents a practical approach to assessing security performance and business continuity needs of the enterprise Helps readers understand common objectives for audit compliance internal external audit and assurance Demonstrates how to build a customized controls framework that fulfills common audit criteria business resilience needs and internal monitoring for effectiveness of controls Presents an Integrated Audit approach to fulfill all compliance requirements

The Strategic Alliance Handbook Mike Nevin, 2016-03-03 Strategic alliances offer organisations an alternative to organic growth or acquisition when faced with the need to develop the business to a new level innovate in terms of products or services or significantly reduce costs The Strategic Alliance Handbook is a clear and complete guide to the nuts and bolts of the process behind successful

collaborations The book enables readers to understand the commercial technical strategic cultural and operational logic behind any alliance and to establish an approach that is appropriate for the type of alliance they are seeking and the partner organisation s with whom they are working Whether you are an alliance executive responsible for the systems strategy and performance of your organisation s alliancing programme or an alliance manager needing to ensure the success of a given partnership The Strategic Alliance Handbook is an essential guide *Profit-focused Supplier Management* Pirkko

Ostring,2004 Managing suppliers can contribute enormous savings to a company s bottom line and few companies have done it better than Nokia In Profit Focused Supplier Management Pirkko Ostring details for the first time the supplier management program that has helped make Nokia the world leader in mobile communications Drawing from her experience at Nokia Ostring reveals how to understand and maximize relationships with suppliers to help any company minimize risk and improve profitability in any industry Profit Focused Supplier Management will motivate top management to uncover more information about their suppliers enable purchasing managers to select better suppliers and give business controllers a tool for limiting risks and improving their companies financial standing Profit Focused Supplier Management is the first book written to address suppliers as ongoing business management opportunities The book uses factual examples from companies including Intel and Marconi that provide an easy and interesting way to adopt the theoretical frameworks into practical formats Additionally fictional cases based on the author s findings illustrate the importance of in depth analyses **Supply**

Chain Saves the World Bruce Richardson,2006 Sustainable Value Chain Management François Maon,Sankar

Sen,2016-04-01 The way organizations manage their value chain has changed dramatically over the past decade Today organizations take account of economic issues but they also adopt a broader perspective of their purpose including social and environmental issues Yet despite its global spread sustainable value chain management remains an uncertain and poorly defined ambition with few absolutes The social and environmental issues that organizations should address easily can be interpreted as including virtually everything Current literature on the topic seeks to understand the effects and management of initiatives dealing with diversity human rights safety philanthropy community and environment However the penetration of social and environmental considerations into value chain management is described as desire lacking reality thereby making the idea a patchy success The objective of this research anthology is to investigate different angles of sustainable value chain management The book s 27 chapters fill holes and explore new fields the chapters are organised in five sections Sustainable value chains context drivers and barriers Sustainable value chains managing activities Sustainable value chains managing networks and collaboration Sustainable value chains integrative perspectives and Sustainable value chains specific sectorial and industry perspectives **Vault Career Guide to Supply Chain Management** Javed Khan (MBA.),2007 At major manufacturing employers supply chain management is the vital coordination of the vendors that provide materials and components for the company s products This Vault guide brings you the scoop on this important and dynamic field

Supply Chain Management Pengzhong Li, 2011-04-26 The purpose of supply chain management is to make production system manage production process improve customer satisfaction and reduce total work cost With indubitable significance supply chain management attracts extensive attention from businesses and academic scholars Many important research findings and results had been achieved Research work of supply chain management involves all activities and processes including planning coordination operation control and optimization of the whole supply chain system This book presents a collection of recent contributions of new methods and innovative ideas from the worldwide researchers It is aimed at providing a helpful reference of new ideas original results and practical experiences regarding this highly up to date field for researchers scientists engineers and students interested in supply chain management

Supply Chain Management in Manufacturing and Service Systems Sharan Srinivas, Suchithra Rajendran, Hans Ziegler, 2021-06-25 Management of supply chains has been evolving rapidly over the last few years due to the inception of Industry 4 0 where businesses adopt automation technologies and data exchanges leading to dynamic and interconnected supply chain systems Emphasizing on analytical approaches such as predictive and prescriptive modeling this book presents state of the art original research work dealing with advanced analytical models for the design planning and operation of the supply chain to provide faster and smarter decisions in the era of digitization In particular the book integrates machine learning and operations research models for faster and smarter decisions presents prescriptive analytics models for strategic tactical and operational decision making in the supply chain and addresses recent challenges such as sustainability in the supply chain supply chain visibility and supply chain digitalization Key concepts are illustrated using real life case studies making the book a valuable reference for researchers technical professionals and students

The Grants Register 2024 Palgrave Macmillan, 2023-09-23 The Grants Register 2024 is the most authoritative and comprehensive guide available of postgraduate and professional funding worldwide It contains international coverage of grants in almost 60 countries both English and non English speaking information on subject areas level of study eligibility and value of awards and information on over 6 000 awards provided by over 1 300 awarding bodies Awarding bodies are arranged alphabetically with a full list of awards to allow for comprehensive reading The Register contains full contact details including telephone fax email and websites as well as details of application procedures and closing dates It is updated annually to ensure accurate information

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Global Perspectives on Achieving Success in High and Low Cost Operating Environments Roos, Göran, Kennedy, Narelle, 2014-03-31 Competing in both high and low cost operating environments can present a number of unique challenges. In light of global competition and the changing scope of various industries due to technological advancement, these challenges must be addressed in order to ensure business success. *Global Perspectives on Achieving Success in High and Low Cost Operating Environments* features a collection of research and case studies addressing contemporary issues surrounding operational success in various regions. Business professionals, managers, academics, and upper level students will find this publication an essential resource for the latest tools and solutions for managing operations in diverse operating environments.

Purchasing and Supply Chain Management: Strategies and Realities Quayle, Michael, 2005-12-31 This book shows readers how to develop supply chain strategy and implementation and use it to gain an advantage in the 21st century competitive marketplace. Provided by publisher.

Profit Driven Business Analytics Wouter Verbeke, Bart Baesens, Cristian Bravo, 2017-09-26 Maximize profit and optimize decisions with advanced business analytics. *Profit Driven Business Analytics* provides actionable guidance on optimizing the use of data to add value and drive better business. Combining theoretical and technical insights into daily operations and long term strategy, this book acts as a development manual for practitioners seeking to conceive, develop, and manage advanced analytical models. Detailed discussion delves into the wide range of analytical approaches and modeling techniques that can help maximize business payoff, and the author team draws upon their recent research to share deep insight about optimal strategy. Real life case studies and examples illustrate these techniques at work and provide clear guidance for implementation in your own organization. From step by step instruction on data handling to analytical fine tuning to evaluating results, this guide provides invaluable guidance for practitioners seeking to reap the advantages of true business analytics. Despite widespread discussion surrounding the value of data in decision making, few businesses have adopted advanced analytic techniques in any meaningful way. This book shows you how to delve deeper into the data and discover what it can do for your business. Reinforce basic analytics to maximize profits. Adopt the tools and techniques of successful integration. Implement more advanced analytics with a value centric approach. Fine tune analytical information to optimize business decisions. Both data stored and streamed has been increasing at an exponential rate, and failing to use it to the fullest advantage equates to leaving money on the table. From bolstering current efforts to implementing a full scale analytics initiative, the vast majority of businesses will see greater profit by applying advanced methods. *Profit Driven Business Analytics* provides a practical guidebook and reference for adopting real business analytics techniques.

Multiple Criteria Decision Making in Supply Chain Management A. Ravi Ravindran, 2017-07-12 Supply chain management decisions are made under the conflicting criteria of maximizing profit and customer responsiveness while minimizing supply chain risk. *Multiple Criteria Decision Making in Supply Chain Management* provides a comprehensive overview of multi criteria optimization models and methods that can be used in supply chain

decision making Presenting the contributions of internationally known authors researchers educators and practitioners this new book in the Operations Research Series provides readers with a single source guide to recent developments in this area The focus of the book is on the design and operation of the supply chain system which involves connecting many production and distribution systems often across wide geographic distances in such a way that the businesses involved can ultimately satisfy the consumer demand as efficiently as possible resulting in maximum financial returns to those businesses connected to that supply chain system The book includes several case studies on the design and operation of supply chain networks in manufacturing and healthcare *Building Competitiveness in Africa's Agriculture* C. Martin Webber, Patrick

Labaste, 2009-12-16 Value chain based approaches offer tremendous scope for market based improvements in production productivity rural economy diversification and household incomes but are often covered by literature that is too conceptual or heavily focused on analysis This has created a gap in the information available to planners practitioners and value chain participants Furthermore few references are available on how these approaches can be applied specifically to developing agriculture in Africa *Building Competitiveness in Africa's Agriculture A Guide to Value Chain Concepts and Applications* describes practical implementation approaches and illustrates them with scores of real African agribusiness case studies Using these examples the Guide presents a range of concepts analytical tools and methodologies centered on the value chain that can be used to design implement and evaluate agricultural and agribusiness development initiatives It stresses principles of market focus collaboration information sharing and innovation The Guide begins by examining core concepts and issues related to value chains A brief literature review then focuses on five topics of particular relevance to African agricultural value chains These topics address challenges faced by value chain participants and practitioners that resonate through the many cases described in the book The core of the book presents methodological tools and approaches that blend important value chain concepts with the topics and with sound business principles The tools and case studies have been selected for their usefulness in supporting market driven private sector initiatives to improve value chains The Guide offers 13 implementation approaches presented within the implementation cycle of a value chain program followed by descriptions of actual cases Roughly 60 percent of the examples are from Africa while the rest come from Europe Latin America and Asia The Guide offers useful guidance to businesspeople policy makers representatives of farmer or trade organizations and others who are engaged in agro enterprise and agribusiness development These readers will learn how to use value chain approaches in ways that can contribute to sound operational decisions improved market linkage and better results for enterprise and industry development

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