

Global Supply Chain Solutions

# SDC SUPPLY & DEMAND EXECUTIVE



## EMERGING TECHNOLOGIES

How automation, robotics and software solutions keep product moving.

## MENTORSHIP IN THE SUPPLY CHAIN

How to invest in your existing workforce.

# RESILIENT SUPPLY

This year's SDCE 100 projects and more

Fresh new content daily at [www.SDCEXEC.CO](http://www.SDCEXEC.CO)

19th Annual



## 100 GREAT SUPPLY CHAIN PROJECTS

This year's *Supply & Demand Chain Executive* SDCE 100 highlights supply chain solution and service providers working with small, medium and large enterprises to transform their supply chains and deliver value to the bottom line. These leaders help their customers meet the challenges of the New Normal, while laying the framework for successful supply chain transformation.



# RESILIENCY IS A MUST WHEN IT COMES TO SUPPLY CHAIN PROJECTS

**W**hen it comes to supply chain projects, resiliency is a must-have component.

“I think my favorite part about the supply chain is that there’s always a challenge to overcome,” I said to someone I interviewed for an upcoming L.I.N.K. podcast. This industry, as 2020 has proven to us, is not for the faint of heart.

To say that the first half of 2020 has been “one for the history books” would be an understatement. Puerto Rico experienced shattering earthquakes, the United States senate began the impeachment trial of President Donald Trump and the world lost basketball legend Kobe Bryant in a helicopter crash— and that was just in January.

But, the world was still optimistic. Jason Schenker, president of Prestige Economics, explains that unemployment was at an all-time-low, the economy was good and the country had good credit.

And, then the Coronavirus disease (COVID-19) pandemic happened.

It was like the world shut down overnight. Countries like

Spain, China and Italy ordered a lockdown, barring citizens to leave their homes. Meanwhile, nearly the entire United States was placed on “stay-at-home” orders.

“Right now, we fear with Coronavirus that no matter how fast or how cheap they produce it, they don’t want it. People aren’t willing to go get it,” says Schenker. “We might see a lot of retail stores never come back. We might see e-commerce become more important even more rapidly—we just don’t know.

While the COVID-19 pandemic may be the biggest challenge the industry has ever had to overcome, each company has continually proven their resiliency by implementing new solutions and best practices in all links of the supply chain.

But, that’s what supply chains do best—they overcome challenges without fully breaking.

The 2020 SDCE100 award focuses on the industry’s most successful and transformative projects over the last year. These collaborations have delivered value to enterprises across a range of supply chain functions, offering a forward-looking perspective as new opportunities—and

new struggles—arise.

It is essential that a company continue to pursue, develop and implement best practices that leverage well-organized projects relevant to strategic objectives. The outcome of these featured SDCE 100 projects provide further insight into the innovation and improved operations within supply chains.



to optimize processes by 20% and save 20% by 2025. Cook Cook Food, which processes organic commodities such as 100% whey. The client also implemented various 3PL projects, providing a single place to get visibility. As a result, the client saw improved customer experience, better working capital management, better usage of transport agents, increased market share and better unit-level cost to serve.

**VENDOR:** *Flex Supply*

**CUSTOMER:** *ConocoPhillips*

**PROJECT GOAL:** Reduce production cost and time through supply networking

**KEY TAKEAWAYS:** *Flex Supply*

**BUSINESS IMPACT:** *Flex Supply* has helped reduce the ConocoPhillips's supply chain costs 10% during the last 12 months by helping the company to drive better pricing agreements with its preferred vendor groups and to offer better payment terms. The client's ConocoPhillips also is able to better track and forecast while helping to streamline supply. As a result, the client has improved the demand fulfillment by 10% globally, helping to avoid other supply

**VENDOR:** *Flex Supply*

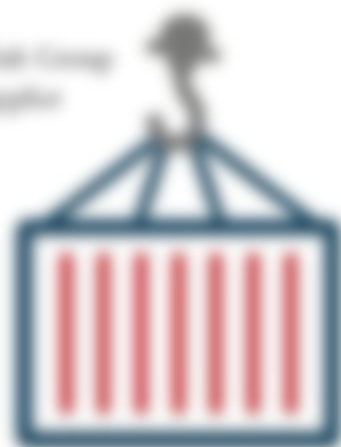
**CUSTOMER:** *Leading consumer CPG and retail*

**PROJECT GOAL:** Increase cost savings, reduce working capital and improve working capital performance, and optimize inventory levels

**KEY TAKEAWAYS:** *Flex Supply*

**BUSINESS IMPACT:** *Flex Supply*

- Improved cost
- Reduced supply chain working capital
- Improved supply chain performance
- Improved working capital
- Improved inventory



alternatives for the client. *Flex Supply* continues to provide cost savings of additional 5% to 10% in overall cost savings, a 10% improvement of 10% of all demand weight share, 10% growth and a 10% increase in overall cost to serve the client. As a result, the company's working capital is also improved, visibility into inventory levels, and working out of the warehouse model is also greatly reduced.

**VENDOR:** *Logistics Plus Inc.*

**CUSTOMER:** Fortune 500 Global Retailer

**PROJECT GOAL:** Provide warehousing and fulfillment of warranty parts from Asian suppliers to North American consumers.

**SOLUTIONS:**

- Cloud-based OMS and WMS,
- TMS, global trade management system

**BUSINESS IMPACT:** As

consumers call the client's customer service line requesting a warranty replacement part, the client CSR logs into a web-based interface and orders the part, which allows the OMS to drop orders to the WMS. Warehouse staff will then pick and ship the items within 24-hour service-level agreement and the replacement part is delivered to the consumer with a 5-day period.



**VENDOR:** *Logistics*

**CUSTOMER:** *Various*

**PROJECT GOAL:** Consolidate shipping of the client's 100+ lines to 100,000 square feet client facility center with the ability to serve a wide range of customer segments

**KEY TAKEAWAYS:** *Logistics Inc.*