

Supply Chain Optimization Collaboration Process



Description

- Define objectives for SCO partnerships
- Assign ownership, expectations, timeline and resources

- Utilize OCM model to assess existing relationships and desired relationship with partner(s)
- Choose partners and align with them on SCO collaboration effort, timing and work teams

- Utilize Communication Map and Data Standards to assess current communication and data flows
- Share approach to key processes such as, i.e.: forecasting, planning, order management, fulfillment
- Gain agreement on areas of collaboration

- Agree on specific opportunities
- Develop initiative plans and define resources needed
- Create scorecard to track results for all parties

- Develop approach to update meetings (timing, who's involved)
- Review execution against scorecard
- Discuss status of relationships and new initiatives

Who's Involved

- **Sr. Management**
- **Functional Leads**
- **Procurement**
- **Sales**

- **Operator:** Sr. Management, Supply Chain
- **Manufacturer:** Sr. Management, Customer lead, Sales Management

- Team will change based on initiative type**
- **Operator:** Supply Chain, Operations, Marketing, Logistics, Finance, Legal, IT
 - **Manufacturer:** Customer lead, Sales Management, Marketing, Product Development, Operations, Logistics, Finance, Legal, IT
 - **Distributor:** Procurement, Marketing, Logistics, Finance, IT

Principles:

Collaboration // Trust // Transparency // Timeliness
 Accuracy // Ownership // Accountability // Quality // Value // Leadership // Innovation