

Expert Connect Series: Digital Supply Chain Explained



Session 1

What Is The Digital Supply Chain?



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GLOBAL ENTERPRISE

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Session Objectives

- Introduction of DSCI
- The Current Crisis
- What is the Digital Supply Chain?
- Set stage for coming weeks of Expert Connect Series Sessions

Digital Supply Chain Institute (DSCI)

- The Digital Supply Chain Institute (DSCI) is a member-led center for excellence for the non-profit Center for Global Enterprise (CGE) based in New York.
- DSCI helps companies from around the world rapidly transform their supply chains by utilizing the vision and tools of a Digital Supply Chain.
- It performs leading-edge applied research focused on the evolution of enterprise supply chains and the practical application of supply chain management best practices.
- DSCI engages in projects that apply knowledge gained through its innovative approach.



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Companies are scrambling to preserve business and financial results



- Customers and Suppliers are experiencing the impact of product shortages
- Widespread fear of global economic meltdown
- Supply chain importance is visible to customers and shareholders and current performance is perceived to be very poor
- Focus is on getting things to work in the short term, but most believe that a supply chain re-think is required mid term

A photograph of empty supermarket shelves, illustrating supply chain disruptions. The shelves are metal wire racks with white price tags. The background shows more shelves, some with products, and a person's legs in the distance. The overall scene is dimly lit, suggesting a store during off-hours or a pandemic-related closure.

Supply Chain Disruptions Across Globe

Big News on THE Core Process

- Digital Supply Chain will transform companies
- Will drive market share and growth
- NEW focus on the “demand stack”
 - Revenue generation and growth
 - “Frontside Flip” analogy captures essence of change



Frontside Flip will increase business value



**10% Revenue
Growth**



**20% Cost
Reduction**

Customer Focus

Bill McDermott, Ex-CEO, SAP (Germany)

“The customer and customer alone determines whether we win, or we lose. Big data and analytics, the Internet of Things, social media all enable businesses in every sector to reach and thereby better know and fulfill their customers’ needs and wants. The Digital Supply Chain holds the promise of real-time data to sense demand, drive innovation, reduce cost and deliver the customer the right product at the right time and price.”

Digital Supply Chain is Different

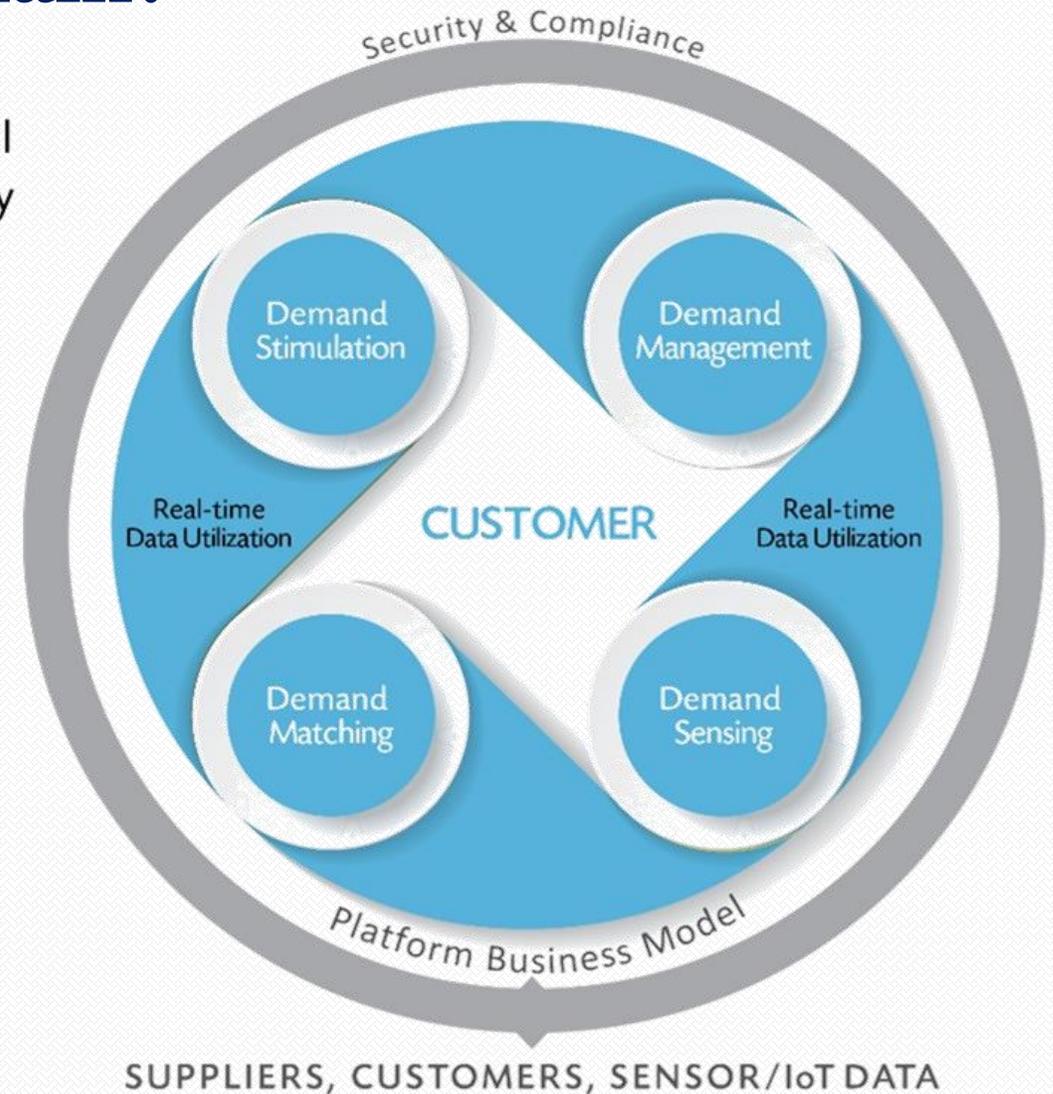
- Significant driver of revenue growth
- Much lower cost
- More platform focused
- Higher levels of automation
- Driven by new, real-time data and analysis
- Customer gets what they want even before they know what they want

What is the Digital Supply Chain?

A Digital Supply Chain (DSC) is a customer-centric platform model that captures and maximizes utilization of near real-time data coming from a variety of sources. It enables demand stimulation, matching, sensing, and management to optimize performance and minimize risk.

Improve performance at lower cost

Digital
Supply
Chain



Growing Revenue and Cutting Costs

Sudhir Reddy, Chief Information Officer, Aricent (USA)

“We’ve over 8,500 engineers with more than 800 projects underway at any given time. Winning bids requires speed and agility to define, select, cost out and deploy right-sized and skilled teams. This cuts costs, but more importantly, creates customer confidence that wins us more business. Our Digital Supply Chain capabilities will gain us market share as a preferred vendor and has the potential to grow our revenues by 10% to 15% due to ramp-up capability, skill alignment, quality of delivery and cost management.”

CEO Mandate: Executing the Digital Supply Chain

- Managing Demand
- Managing People
- Managing Technology
- Managing Risk



Summary

- Digital supply chain is becoming a critical competitive differentiator
- Refine your Digital Supply Chain strategy with a focus on reducing cost and as well as increasing revenue and resiliency
- A successful Digital supply chain transformation will require new people capabilities, new ways of working, and increased tolerance for taking innovative chances
- Assess supply chain risk, past needs, current requirements, future of New Customer

Read “Frontside Flip” whitepaper for more details

Session 1

What Is The Digital Supply Chain?



DISTRIBUTION



TIME TO MARKET



MANAGEMENT



PROCUREMENT



ANALYSIS



DELIVERY

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Expert Connect Series: Digital Supply Chain Explained



Session 2

DSC Demand Management

August 26 at 11 AM EDT



DISTRIBUTION



TIME TO MARKET



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Thank You

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