

Corporate Training Programme: “Advanced Analytics for Decision Making”



Supply Chain Optimization With Analytical Models





INTRODUCTION

Supply chain management and strategy has acquired importance for an organization's success in the marketplace. At the same time, supply chain landscape in India and the world is under flux. Macro-level policy and regulatory changes, for example the Taxation regime's shift towards GST, will further subdue the barrier of national and state boundaries. In light of all such changes, intelligent analysis and use of information for all level of decision making - strategic, tactical and operational - will make the difference between the best performing organizations and the rest. These decisions require support of complex calculations and analysis. Such analysis can be performed only with appropriate modeling tools. Therefore top and senior executives need to understand which tools to use, how to use them, how to analyze their results, and how to integrate them with their own decision making and business processes.

Together with the consulting, modeling and supply chain experts from IGSA Labs and prestigious institutes like IITs and IIMs, Anandi Corp offers this training programme to build familiarity and capability to 'use advanced analytical tools' to the top and senior executives of the business world.

The program will cover examples of **real world applications** of **analytical modeling** techniques in **diverse industries** where their **successful impact on performance has been demonstrated**. Such examples will be from industries like process manufacturing, assembly manufacturing, FMCG, retail and distribution, logistics and transportation. **The program faculty have first hand experience** of customizing and implementing such models in these industries.

These analytical tools can help answer crucial questions like these and more:

- How can analytical models be used to make plans that improve total supply chain performance rather than just a local level KPI?
- How can the models be used to recommend decisions that are not only optimal but also practical to implement under the constraints of operations and business?
- How can the models be used to calculate solutions that are optimal on multiple objectives - total contribution margin, total cost, service level, delivery time, etc.?
- What is the optimal disaggregated plan for production-logistics-procurement over the next several weeks/months, considering all the costs, taxes, demands, prices, capacities, service level targets, etc.?
- What are the choices for location-capacity of warehouses/depots, production units and suppliers so that the supply chain performance in a large geographical region is optimal?
- What is the optimal policy for safety stock and replenishment for different SKU-market combinations which achieves desired service levels at the least cost?
- What are the critical bottleneck resources in the entire supply chain?
- What are the second-best back-up options of transporters, routes, suppliers and production units in case of contingency break-down of the optimal options?
- How will the optimal solution change if a parameter like sales of a SKU in a market, freight cost on a route, or

Programme Takeaways

Participants will be equipped to do the following when they go back to their organizations:

Lead and implement a major improvement project involving identifying high-impact problem areas in supply chain, scoping the problem in totality, selecting best-fit analytical techniques and tools, selecting the right vendors, specifying customization requirement, and technically assessing the implementation process, to achieve maximum benefit in performance and bottom line.



OBJECTIVES

- Understand decision problems at every level of hierarchy in which analytical models can be useful - strategic, tactical and operational.
- At each level of decision hierarchy, understand use of analytical tools.
- Gain working familiarity with selected modeling/software tools.
- Perform scenario analysis with models to answer crucial what-if questions.

CONTENTS

- Current trends in Supply Chain and Logistics Landscape.
- Integrated Modeling Framework for Supply Chain Wide Optimization.
- Demand Forecasting. (Concepts & Models)
- Supply Chain Network Design and Re-design. (Concepts, Optimized Models & Practice)
- Integrated Production-Procurement-Logistics Planning. (Concepts, Optimized Models & Practice)
- Inventory Replenishment Planning. (Concepts & Optimized Models)

WHO SHOULD ATTEND???

Senior and Top Executives of supply chain planning and management from the following industries:

- Manufacturing industries.
- Logistics and Transportation.
- Retail and Distribution.
- Consulting and IT/ITES in Operations, Supply Chain and Logistics.
- Consulting and IT/ITES in Analytics.

METHODOLOGY

- Discussions and lectures
- Hands-on practice with analytical tools
- Real world case studies from a variety of industries
- Simulation games and exercises

COURSE MATERIAL

- Cases and articles relating to best practices
- Presentations of Speakers/Instructors
- CD containing demonstration tools and games

ABOUT US:

Anandi Corp is business consulting firm which focuses chiefly in areas of Business Intelligence, Consulting and Marketing of new ideas.

IGSA Labs provides optimal supply chain planning models using Operations Research, Statistics, Simulation and a host of heuristics. It has a rich experience of developing and successfully applying such analytical tools to improve costs and contribution margins in a variety of industries — continuous process manufacturing, assembly based manufacturing, logistics, FMCG, retail, transport, energy and others.

Anandi Corp and IGSA Labs have taken the initiative of driving home the utility of effective management of Logistics & SCM through analytical models. The models have taken off the pages and white boards of the classroom and delivered what they promised to many of the industries from manufacturing to retail. The solutions go beyond replicating the current processes, in manufacturing and logistics, into their IT *Avatar* and offer optimal solutions to industries plagued by complex scenarios of supply chain. A path breaking work done by the exceptional talents assures **‘percentage point reduction’ in costs of your manufacturing, logistics and inventory replenishment processes** no matter which industry you champion.

PROGRAMME DIRECTOR:

Prof. Rahul Pandey is a Founder-Partner at IGSA Labs and a Visiting Professor of Operations Management at IIM Lucknow's Noida Campus. He holds a B. Tech. from IIT Kanpur, a doctorate from IIM Ahmadabad, and a post-doctorate from NIES, Japan. He has previously been a member of faculty at IIT Bombay and IIM Lucknow. He has led the development and implementation of OR/mathematical models for planning in supply chain and other domains for a wide range of industries and sectors.

RESOURCES:

Dr. Nilotpal Chakravarti is a senior analytical modeling consultant based in Singapore. He is a PhD from University of Waterloo, Canada, and a former professor of IIM Calcutta. An expert on forecasting and revenue management, he has consulted many international organizations in South-East Asia, Australia, Middle-East and India, from industries like Logistics and Manufacturing, Oil and Gas, and Media.

Other program faculty includes eminent persons from IITs, IIMs and industry with the following expertise:

- Consulting in supply chain management, logistics, operations management and strategy
- Development and real world applications of analytical models in diverse industries
- Use of analytical models to support decision making

FEE:

A nominal fee of Rs 99,000/- inclusive of all taxes per person shall be charged for an intensive two day programme. The charges include stay and food at 4star(deluxe) facility at New Delhi & all educational materials.

Modes of Payment:

- Bank transfer: Kindly write to us for bank details at contacts given below
- Demand Draft: Kindly mail DD in favor of ‘IGSA Solutions Pvt. Ltd.’

CONTACT:

- Anand Balayan (91-9210642585) email: anandbalayan@yahoo.com
- Dinesh Pathania (91-9540459486) email: dinesh.pathania@igsalabs.com

Kindly confirm your participation before 31st March 2011

Training program to be conducted by the 2nd week of April 2011

Visit us at www.igsalabs.com