

Sometimes, organisations struggle to survive in a competitive environment or a difficult economic climate. The most successful organisations overcome these challenges by constantly adapting to new business circumstances and improving their operations as a result. Doing this effectively relies on businesses securing staff with the greatest level of skill in these areas.

To support you in this complex area, CILT and IOM offer you the opportunity to attend a series of interactive taster workshops to help you develop the skills you need to plan for, implement and sustain improvement.

Organised by CILT and IOM members, and supported by Unipart Expert Practices and Amnis Limited, new workshop topics for 2011 include Thinking Strategically, Operational Excellence in Manufacturing-Based Supply Chains, Running Successful Lean Events, and Making Transformation Programmes Work.

You can then choose to build on this learning by attending a CILT or IOM training course or studying one of our qualifications.

Workshops



Unipart Expert Practices (UEP)

Benchmarking, learning and sharing best practice with institutions such as CILT and IOM provides UEP with great opportunities in helping to identify and shape future trends. The partnership workshop programme facilitates a common framework for UEP to share this best practice and thought leadership with delegates from across a breadth of industry sectors. These highly successful, practical, one-day events also provide informative networking opportunities.

Diana Hayes
Unipart Expert Practices



Amnis

UNDERSTANDING LEAN

This exciting and interactive masterclass is designed for lean beginners and those wishing to understand the basics of lean in more depth.

Aims:

- To understand the basics of lean
- To become familiar with how people are using lean in different sectors
- To understand the basic lean toolkit
- To identify some of the issues that affect the success of lean programmes

Target audience:

This programme is aimed at those with little or no knowledge of lean or those who want to review the basics.

Course content:

Covering the basic principles of lean and providing an overview of the key tools, this introductory masterclass provides beginners in lean with the basic knowledge to enable them to both identify further areas of lean they would like to explore in more depth and to start participating in lean activities, all under the guidance of an experienced lean practitioner.

Topics covered:

- What is lean?
- The five lean principles
- Making lean work
- An overview of the basic lean toolkit

Amnis Limited is keen to support professionals in the industry to operate at the very highest standard for the improvement of their own performance and the benefit of their organisations. We are pleased, therefore, to be able to provide CILT and IOM members with high-impact, taster masterclasses on the kinds of subjects that matter most to them. Providing an overview of particular subjects means that individuals can then choose to study them further with CILT or IOM with enhanced knowledge and skills.

Mark Eaton Fiom Amnis Limited

Venue:	Institution of Mechanical Engineers (IMECHE), London
Course duration:	One day
Dates:	18th January 2011
Fees:	£95 – Member £190 – Non-member

Professional Sector relevance

VALUE STREAM MAPPING

Value stream mapping is one of the most useful tools for redesigning processes, pathways and value streams.

Aims:

- To refresh your knowledge of lean
- To understand (and have applied) value stream mapping
- To be able to plan your first implementation activities following your mapping exercise

Target audience:

This masterclass is focused on those who have already gained an understanding of lean and its principles, and is therefore not suitable for those new to lean concepts.

Course content:

From understanding how your processes work today and what problems are preventing you from being successful, through to designing a 'Future State' and an associated implementation plan, this fast-paced and exciting masterclass covers the key tools, terminology and processes required to ensure success.

Topics covered:

- Lean refresher
- Value stream mapping
- Implementation planning

Venue:	Hunting Lodge Hotel, Leicestershire
Course duration:	One day
Dates:	22nd February 2011
Fees:	£95 – Member £190 – Non-member

Professional Sector relevance

LEAN FOR MANAGERS & EXECUTIVES

This exciting masterclass is focused on managers and executives who need to sponsor or lead lean (or related improvement) programmes within their organisation.

Aims:

- To understand how to get your lean teams to succeed
- To understand why lean programmes stall and what you need for success
- To understand how management behaviours affect the success of lean

Target audience:

This programme is targeted at supervisors, managers and directors who need to understand how to manage successful lean programmes. It is not suitable for lean beginners.

Course content:

After a quick refresher on lean principles, the programme moves on to explore the management systems and structures that are needed to make lean work and to create a culture of continuous improvement.

Focusing on how to engage teams and individuals in lean activities, and how to set up and run successful lean events and programmes, this fast-paced masterclass assumes that participants have an understanding of the lean principles and is not focused on beginners or those with little experience of managing people and teams.

Topics covered:

- Executive overview of the lean principles
- Developing a lean team
- Managing people through lean
- Structuring for a lean programme

Venue: Institution of Mechanical Engineers (IMECHE), London

Course duration: One day

Dates: 23rd March 2011

Fees: £95 – Member
£190 – Non-member

Professional
Sector relevance



LEAN, 5S & STANDARD WORK

This exciting masterclass is aimed at those new to lean and who want to gain an understanding of two of the most useful tools used in lean programmes, namely 5S and standard work.

Aims:

- To review and refresh your knowledge of the lean principles
- To understand what 5S is and how to apply it successfully
- To understand standard work and how to use it to plan and organise workplaces

Target audience:

This programme is targeted at those with a little lean knowledge and those wishing to review and refresh their knowledge of 5S and standard work.

Course content:

Aimed at those who have started the journey toward lean and had at the very least an introduction to the lean principles, this practical masterclass uses a mix of presentations, simulations, exercises and discussions to bring these exciting topics to life even more.

Topics covered:

- Refresher on the lean principles
- 5S – what it is, how to use it and where it can go wrong
- Standard work – what it is, how to use it and some practical examples

Venue: Hunting Lodge Hotel, Leicestershire

Course duration: One day

Dates: 11th May 2011

Fees: £95 – Member
£190 – Non-member

Professional
Sector relevance



DEVELOPING A CULTURE OF CONTINUOUS IMPROVEMENT

Many performance improvement initiatives fail or fizzle out. Invariably, this is caused by a combination of problems, many of which are related to the engagement of people and the shaping of an appropriate organisational culture. The success of any improvement programme places unique pressures on the leadership teams of organisations, and this masterclass focuses on how leaders and leadership teams can prepare their organisation for improvement and then create the right environment and culture to enable them to lead improvement programmes and achieve success.

Aims:

- To gain an understanding of why improvement programmes fail
- To understand the role of leaders at all levels in achieving success
- To find out how to motivate, communicate and manage people during the change

Target audience:

Using a mix of presentations, discussion and experience sharing, this exciting programme will appeal to managers and directors at all levels who are interested in not only changing processes, but also changing the behaviour of entire teams and organisations.

Course content:

This masterclass tackles the important issues affecting organisational culture, and participants will be shown how it is possible to shape the culture of an organisation, the role of leaders, advocates and change agents in this process and the issues they will encounter along the way.

Topics covered:

- An understanding of improvement and improvement programmes
- How organisational culture is formed, shaped and changed
- The journey to a new culture
- Leading frontline teams to success

Venue: Institution of Mechanical Engineers (IMECHE), London

Course duration: One day

Dates: 7th June 2011

Fees: £95 – Member
£190 – Non-member

Professional
Sector relevance



RUNNING SUCCESSFUL LEAN EVENTS

Understanding the principles of lean is important, but delivering lean successfully is essential. This masterclass focuses on how to run successful lean events including value stream mapping events, rapid improvement events and 2P events.

Aims:

- To understand how to structure successful lean events
- To get to grips with some of the less common, but useful, concepts
- To learn about the people issues that affect the success of lean events

Target audience:

Using a mix of discussions, presentations and interaction, this exciting masterclass will appeal to those with a basic understanding of lean looking to plan and deliver effective lean events.

Course content:

Although the masterclass begins with a very short refresher on the principles of lean, it assumes participants will already be familiar with the five principles and some of the tools.

The focus is on how to structure successful events, when and how to use them and what needs to be done to prepare, deliver and follow up effectively on events. In addition, participants will have the opportunity to get to grips with some of the less common tools and concepts used in 2P and rapid improvement events.

Topics covered:

- Lean refresher
- Structuring lean events
- Lean concepts for 2P and rapid improvement events

Venue: Hunting Lodge Hotel, Leicestershire

Course duration: One day

Dates: 5th July 2011

Fees: £95 – Member
£190 – Non-member

Professional
Sector relevance



THINKING STRATEGICALLY

This masterclass will appeal to managers and directors with responsibility for planning and implementing strategy. Starting with the basic tools for strategic planning applicable to all sectors, the programme moves on to explore how to put together a strategic plan and then how to turn that plan into reality.

Aims:

- To understand the tools and concepts of setting a strategy
- To review how to turn tools and concepts into reality
- To experience the use of a wide range of strategic tools and concepts

Target audience:

Using a mix of presentations, discussions and experience sharing, this masterclass will appeal to those managers and directors who are either new to strategic thinking or want to hone their skills and explore strategic issues across business more broadly.

Course content:

This wide-ranging programme will cover a large number of strategic planning tools, to give participants the broadest understanding of strategy and strategic thinking before focusing in on the detail of putting plans into action.

Topics covered:

- Strategic thinking
- Strategic planning tools
- Putting together and implementing strategic plans

Venue: Institution of Mechanical Engineers (IMECHE), London

Course duration: One day

Dates: 20th September 2011

Fees: £95 – Member
£190 – Non-member

Professional
Sector relevance



MAKING TRANSFORMATION PROGRAMMES WORK

This strategic masterclass is aimed at those people who need to sponsor or manage successful transformation programmes.

Aims:

- To understand how to plan strategically for transformational change
- To review and discuss how to get buy-in from frontline staff and other stakeholders
- To plan how to turn theory into long-term sustainable change

Target audience:

This wide-ranging and fast-moving masterclass will appeal to those people who already have an understanding of performance improvement concepts such as lean and six sigma, and are looking to understand how to develop these concepts into something that will transform their organisation.

Course content:

Participants will have the opportunity to explore how to structure organisation-wide transformation programmes including how to engage frontline teams and deliver sustainable improvements from the point of creating the initial strategy through to delivering long-term transformational change.

Topics covered:

- Structuring an organisation-wide transformation programme
- Engaging people in the transformation process
- Putting together an operational delivery plan to deliver the transformation strategy

Venue: Hunting Lodge Hotel, Leicestershire

Course duration: One day

Dates: 18th October 2011

Fees: £95 – Member
£190 – Non-member

Professional
Sector relevance



UNDERSTANDING LEAN IN THE PUBLIC SECTOR

new

A well led and well executed lean approach can help deliver transformational change in the public sector, making the achievement of financial and operational targets easier and helping to change organisational cultures.

Aims:

- Understand the basics of lean
- Become familiar with how people are using lean in the public sector
- Understand the basic lean toolkit
- Identify some of the issues that affect the success of lean programmes

Target audience:

- Public sector managers and service directors looking to implement lean successfully as part of their transformational change programme
- Transformational change leads working within the public sector looking to expand their knowledge or discuss real life issues and how to solve them

Course content:

This masterclass introduces participants to the concepts of lean in a public sector context and draws on experiences from healthcare, housing associations, local authorities and regional government. Starting with a basic understanding of lean in a service and public sector environment, the masterclass moves on to discuss how to structure successful programmes, suggestions on risk management and governance, as well as sustaining the improvements made.

This masterclass combines interactive discussions with presentations and case studies.

Topics covered:

- Understanding lean in the public sector
- Core lean tools
- Making lean work in the public sector context
- Structuring for success

Venues:	Manchester; Edinburgh; Portsmouth; Birmingham
Date:	13th January 2011; 14th February 2011; 15th March 2011; 4th April 2011
Fees:	£95 – Member £190 – Non-member

Professional
Sector relevance



Unipart Expert Practices

ENVIRONMENTAL SUPPLY CHAINS

Whatever our position in the supply chain, we are all being tasked with minimising our environmental impact. The carbon footprint concept has become a common and inseparable element in the measurement and disclosure of organisations' green credentials. As a result, businesses in general, and particularly supply chain operations (with the poor public image of gas-guzzling transportation), are increasingly turning their attention to measuring, reducing and offsetting their environmental footprint.

Aims:

- To gain insight into the impact that supply chains have on the environment
- To give delegates an understanding of tools that are used to measure impact
- To show delegates how to apply carbon and costing across their customer segments
- To show how lean tools and techniques can reduce an organisation's environmental impact

Target audience:

This workshop is for anyone in the supply chain who has responsibility for reducing their organisation's environmental footprint.

Course content:

In this seminar we will discuss the sources of carbon and other environmental factors, measurement and quantification methods such as activity-based carbon and carbon to market, linking these to typical cost saving opportunities. We will also showcase work that has been undertaken in the Unipart Group to reduce the company's environmental impact sustainably.

Venue: Unipart House, Cowley

Course duration: One day

Dates: 1st February 2011

Fees: £75 – Member
£150 – Non-member

Professional
Sector relevance



SUPPLIER RELATIONSHIP MANAGEMENT

There are many examples of companies that have supplier performance programmes ranging from listing the top and bottom 10 suppliers in visitor reception areas through to fully integrated information/data exchange using systems implementation and job sharing. Few, however, are fully satisfied with their suppliers' performance.

Aims:

- To investigate the types of supplier relationships within organisations and how to segment the supply base to manage supplier performance to meet your business needs
- To look at what to expect and measure in a supplier relationship
- To outline how to implement this methodology

Target audience:

This seminar is designed for:

- Those with accountability for managing the relationship with a supplier
- Those who have been tasked with setting up a supplier management programme within their organisation

Course content:

We will use case studies to highlight potential benefits, as well as the dos and don'ts of successful implementations. We then go on to look at tools and techniques for managing the relationship and driving continuous improvement. Through interactive small group discussions and exercises, we will encourage delegates to share their experiences and to map out the next steps in their supplier relationship programme.

Venue: Unipart House, Cowley

Course duration: One day

Dates: 15th February 2011

Fees: £75 – Member
£150 – Non-member

Professional
Sector relevance



SUPPLY CHAIN DIAGNOSTICS

'If you don't know where you are going, any place is a good place to start.' In these days of tight budgets and high expectations, making the best use of scarce resources is essential.

Aim:

- To provide the participants with a number different ways of looking at and understanding their supply chains, enabling them to carry out diagnostic analysis using proven tools and techniques

Target audience:

This seminar is designed for anyone interested in or involved in the supply chain, or who has a close relationship with the supply chain.

Course content:

This seminar is a look inside at some of the tools and techniques Unipart Expert Practices uses in helping business to diagnose underlying issues with its supply chain, to design appropriate solutions and drive sustainable business benefits.

The topics covered include supply chain characterisation, understanding customer needs, costing complexity, network and facility design and inventory diagnostics. Whilst it is not possible in one day to train you to be a consultant, our aim is to give you food for thought and some practical tools and techniques.

Venue: Unipart House, Cowley

Course duration: One day

Dates: 1st March 2011

Fees: £75 – Member
£150 – Non-member

Professional
Sector relevance



IMPROVING ON-SHELF AVAILABILITY IN THE RETAIL SECTOR (OR CASH IN THE BANK)

Since the ECR programme was established in 1996, retailers and suppliers across the world have been working together with the objectives of reducing supply chain costs and improving 'on-shelf' availability. It is difficult to know if costs have been reduced significantly, but there is no doubt that there is a different working relationship between retailers and their suppliers, and so it would seem reasonable to assume that, at a tactical level, there has been a reduction in costs.

However, the IGDs availability survey, which has been undertaken every quarter since 2004, shows that any improvement in availability is at best marginal, with results hovering between 96% and 97%.

Evidence suggests that 70% of availability issues are the result of in-store errors. There are many reasons for this, all of which can be addressed by the application of sound management techniques, as outlined in this seminar.

Aims:

- To understand the factors affecting on-shelf availability in the retail environment and the root causes of failure
- To understand what needs to be done to improve availability
- To start developing an action plan

Target audience:

The workshop is designed for senior supply chain managers and operational managers from the retail supply chain.

Course content:

This seminar will provide managers with the opportunity to:

- Consider the causes of failure in a retail context and identify root causes
- Understand best practice
- Consider how best practice can be applied in their environment
- Start to develop their own action plans

Venue: Unipart House, Cowley

Course duration: One day

Dates: 15th March 2011

Fees: £75 – Member
£150 – Non-member

Professional
Sector relevance



ERP – STAND AND DELIVER

ERP implementations promise much, but: 'only 10% - 15% deliver anticipated benefits' (Rutherford, *ERP's Ends Justify Its Means*, CIO Online Report). The biggest shortfalls are reported in personnel reductions, improvements to on-time delivery, productivity gains, revenue growth and inventory reduction.

Aims:

- To gain an appreciation of how to realise benefits from an ERP implementation
- To secure guidance on how to de-risk an ERP implementation
- To increase knowledge on how an ERP system can operate in a more mature lean operation

Target audience:

This workshop is for:

- Supply chain directors
- CIOs
- Senior supply chain professionals

Course content:

This practical, interactive, one-day workshop is for senior managers who are about to embark on the selection of an ERP system, who have selected a system and are about to implement an ERP and/or are looking to leverage more benefit from systems they have already implemented.

This event will use case studies, experiential learning and best practice demonstrations to look at the key considerations in realising benefits from ERP systems, specifically:

- Ensuring alignment with strategy
- Ensuring flawless design through the integration of people, roles, organisation, processes, systems and data to improve value creation
- Excellent execution, delivering the business case through better project governance and management

The day's activities will enable participants to explore these areas, share experiences and think through the application of their newly acquired knowledge in their own organisations. The day will provide access to a business that has used ERP to underpin process-centred working.

Venue:	Unipart House, Cowley
Course duration:	One day
Dates:	22nd March 2011
Fees:	£75 – Member £150 – Non-member

Professional Sector relevance



GETTING MORE IN AND OUT OF YOUR WAREHOUSE

In this seminar we look at each of the key warehousing processes, i.e. inbound, storage, picking and despatch. Through the use of presentations, case studies and simulations, we show how participants can get more into and out of their warehouses.

Aim:

- To provide participants with some tools and techniques to enable them to think about capacities within their warehouse facilities

Target audience:

This workshop is designed for those working in and around warehouse environments, both in operational and analytical roles.

Course content:

The areas covered on the day include setting the warehouse in context, warehouse design using appropriate tools and techniques, and how the correct inbound and storage strategy can ensure stock integrity is maintained, using interactive discussion and illustrated by sample case studies. There will be an interactive discussion on outbound best practice, illustrated by a simulation. As part of the day there will be the opportunity to understand the influence of technology within the warehouse, giving some useful insights into making processes more efficient.

Venue:	Unipart House, Cowley
Course duration:	One day
Dates:	29th March 2011
Fees:	£75 – Member £150 – Non-member

Professional Sector relevance



NEW PRODUCT INTRODUCTIONS

In all sectors, making a product launch successful can have a significant impact on the bottom line. Those who get to market early stand to increase sales and improve margins. Decisions made during product introduction shape whole-life cost and profitability. The velocity of change is only likely to increase: MIT's *Supply Chain 2020* report on the future of the discipline highlighted 32 possible game-changing socio-economic, political and technological macro factors, nine of which related directly to a higher pace of product innovation.

Aims:

- To summarise the role of supply chain management in product launches
- To show how to advocate change within an organisation
- To give some practical approaches to improving the effectiveness of the business process
- To give space to discuss the challenges of different industry sectors

New product introduction is a complex business process that touches all parts of the organisation and supply chain partners. Traditionally, businesses and consultants have concentrated on engineering and marketing roles. While product development engineering is a mature discipline, it is becoming clear that supply chain planning and execution are also key elements in new product introduction. Product costs are ultimately supply chain costs, and all the material elements of a launch – from samples, to raw materials and components, to packaging – can become critical path processes.

Target audience:

The session will benefit managers from organisations at all points in the supply chain who have to cope with the disruptive effects of new product introductions – from manufacturers, to distributors, to retailers. It will be of particular interest to those with product and portfolio responsibility, senior planners and senior operational managers.

Course content:

This seminar combines theory and case studies from diverse industries to explore practical improvements to people, processes and systems in the supply chain that will reduce costs and increase profitability. The focus of the seminar is on benefit realisation, whether at the strategic level where a deep knowledge of your supply chain can leverage improvements in enterprise-wide product lifecycle management, or the operational level, where we discuss waste reduction in launch processes, super-sessions and closing the loop at end of life. There will be time for discussion, and learning is consolidated with interactive simulation games.

Venue: Unipart House, Cowley

Course duration: One day

Dates: 12th April 2011

Fees: £75 – Member
£150 – Non-member

Professional
Sector relevance



DEVELOPING AND IMPLEMENTING SUPPLY CHAIN STRATEGY

Research has shown that only 10% of all strategies yield the intended results. Many reasons have been cited for this, including strategies being inappropriate, that they change as soon as they are devised, that requirements are not communicated or there are inconsistencies between strategies, measures and actions. Some or all of the above are probably true to some extent. Decisions such as outsourcing, off-shoring, service proposition changes and systems implementation can make or break a business. Choosing the right strategies, developing and implementing plans to realise those strategies and managing the resultant changes is therefore vital.

Aims:

- To allow participants to reflect on their supply chain strategy approach within their business
- To show delegates how to select the correct strategy

Target audience:

This masterclass is designed for those responsible for forming supply chain strategy.

Course content:

This seminar is intended to help senior teams understand which tools and techniques are available for the efficient development of supply chain strategy, including competitive space, hoshin kanri, etc, to deliver cost reduction, improve asset turns and/or enhance service. It will also consider how to prevent initiative overload, establish a balanced change portfolio and to monitor strategy execution.

Venue: Unipart House, Cowley

Course duration: One day

Dates: 17th May 2011

Fees: £75 – Member
£150 – Non-member

Professional
Sector relevance



EVERYTHING YOU WANTED TO KNOW ABOUT WORKING WITH SUPPLIERS, BUT WERE AFRAID TO ASK

Many of us have had difficult experiences working with suppliers or in managing the supply of products/services.

We will run four sessions during the day to help to uncover some of the opportunities and pitfalls in working with suppliers of all types. In the summing up of each session, we will give practical hints and tips on how to make working with suppliers easier and more effective, as well as some of the pros and cons of different approaches.

Aim:

- In this interactive workshop, we will work through some of the key questions that we are asked on a day-to-day basis, to help you turn these issues into opportunities

Target audience:

This workshop is aimed at:

- Procurement professionals
- Anyone with accountability for working with suppliers, including buyers, material managers, material schedulers and engineers

Course content:

Key questions that we will answer include:

- How do you persuade the people you work with that selecting the cheapest supplier is not always the best option?
- How do you know if the supplier can deliver what you want, particularly if it is new?
- What do you do when the supplier knows you are reliant on it and that you have no alternative sources of supply?
- Is imposing penalty clauses the best way to make suppliers perform?

Venue: Unipart House, Cowley

Course duration: One day

Dates: 24th May 2011

Fees: £75 – Member
£150 – Non-member

Professional
Sector relevance



PLANNING & FORECASTING

Planning and forecasting are becoming increasingly important, as the time customers are prepared to wait for their deliveries is much shorter than the time it takes to procure, make and distribute the product. At the strategic level this means we must plan for the acquisition of new infrastructure, technology or skills, whilst at the tactical level we need to plan to align resources to enhance customer value in the most profitable way: and we have to achieve all of this without forgetting the need to consider supply constraints, in order to provide reliable delivery performance.

Clearly, in today's volatile environment where new products attract constantly changing demand patterns, this is extremely complex. Commercial activity such as promotions can also have a dramatic (and difficult to forecast) impact on demand. The issue is further complicated by customers demanding shorter delivery lead-times at a time when more products are being sourced from the Far East.

There are often internal tensions, with manufacturing requiring large batch sizes that offer economies of scale, while marketing often requires a greater product range and greater levels of flexibility. The planner's role is neither easy nor comfortable.

Aims:

- To understand the opportunities associated with developing an integrated approach to planning and forecasting
- To develop a vision of best practice
- For participants to start developing their own action plan

Target audience:

This seminar is designed for senior planning and forecasting managers and practitioners.

Course content:

In this seminar we will look at good practice in planning and forecasting from people, process and systems perspectives. We will use a range of presentations, exercises and case studies to illustrate key points and embed learning.

Venue: Unipart House, Cowley

Course duration: One day

Dates: 14th June 2011

Fees: £75 – Member
£150 – Non-member

Professional
Sector relevance



OPERATIONAL EXCELLENCE IN MANUFACTURING-BASED SUPPLY CHAINS

This seminar is presented jointly by the Supply Chain and Manufacturing Practices within Unipart's Consulting Group. The event is intended to help delegates increase the overall effectiveness and efficiency of their manufacturing supply chain. It is applicable for all functions within an organisation that have direct or indirect accountability for the production and delivery of products to customers at the best cost and with minimum inventory.

Aim:

- To provide delegates with an insight into both the high-level overview and the more detailed approaches that will enable them to address the effectiveness and efficiency of their manufacturing supply chains

Target audience:

This seminar is designed for:

- Supply chain professionals in manufacturing organisations who are looking for end-to-end supply chain effectiveness and how it links back to manufacturing performance
- Manufacturing managers who need to take both internal and extended supply chain performance into account in planning and executing their manufacturing plan

Course content:

- **Manufacturing Supply Chain Strategy**
Manufacturing strategy is based on the twin drivers of customer need and cost-effective supply. Therefore, in this section we will consider the pros and cons of MTS vs MTO (and variants thereof), make vs buy and off-shoring. We will look at the deployment of inventory within the manufacturing supply chain to optimise efficiency.

• Measures

Here we concentrate on the most aggressive of manufacturing measurement – overall equipment effectiveness. We highlight how it should be measured and the steps organisations can take to make improvements in each of its component elements. We will also look at other important measures, such as velocity, mean time between failure (MTBF) and mean time to recover (MTTR).

• End-to-End Optimisation

Functional optimisation seldom leads to a world class supply chain. In this session we will look at the overall cost to serve and the impact of complexity on costs. Using case studies and exercises we will show how the best supply chains are built on a combination of appropriate operational excellence and end-to-end optimisation.

• Insight into our Tools and Techniques

In this final session we will illustrate how we use our operational and consulting tools and techniques to help clients deliver operational excellence. This will include PDM – our project prioritisation process, supply chain optimisation tools and workplace techniques, such as insight stars and inventory aim setting, using our unique stock management system.

Venue: Unipart, Doncaster

Course duration: One day

Dates: 21st June 2011

Fees: £75 – Member
£150 – Non-member

Professional
Sector relevance



SUPPLY CHAIN MEASUREMENT

Do your supply chain measurements turn data into valuable information? Can you see at any given point exactly what is happening within your supply chain? Are they the ones that support value-adding activities and promote continuous improvement? You may be capturing measurements, but are they the right ones?

Aim:

- To look at ways of re-evaluating data collection and how its use will allow value-adding decisions to be taken

Target audience:

This seminar is aimed at any individual who uses measures in their day-to-day business activity and feels that what they currently use isn't giving the whole picture.

Course content:

This seminar looks at supply chain measurement and introduces the idea that you must look for the value in your supply chain for your KPIs to be truly effective. The aim is to show you how to find these measures and how to use systems to support timely decision making.

Venue: Unipart, Doncaster

Course duration: One day

Dates: 11th October 2011

Fees: £75 – Member
£150 – Non-member

Professional
Sector relevance



STOCK INTEGRITY

The seminar will cover how stock integrity can be improved across the supply chain to enhance customer service and reduce inventory and total operating costs. The seminar is highly practical and relevant to practitioners and managers working in logistics and finance.

Aim:

- To improve understanding of stock integrity within a logistics environment

Target audience:

This seminar is designed for:

- Stock managers or operations managers who want to understand more about stock
- Practitioners and managers working in logistics and finance

Course content:

The seminar includes focused interactive sessions, illustrated with case studies and practical exercises on:

- **Importance of Stock Integrity**
Effective stock integrity as a foundation stone for improving service and reducing costs
- **What does 'Good' Look Like?**
An insight into best practice operational and financial processes that improve stock integrity
- **Effective Stock Counting**
How to ensure the count programme that you adopt is right for your business and provides maximum business benefits
- **Stock Integrity – a 'Funny Old Game'**
A practical exercise illustrating the importance of stock integrity and how performance can be improved

Venue: Unipart House, Cowley

Course duration: One day

Dates: 8th November 2011

Fees: £75 – Member
£150 – Non-member

Professional
Sector relevance



ADVANCES IN INVENTORY MANAGEMENT

Inventory is both an asset and a liability. In today's economic climate, cash is king, but there is still a need to provide excellent customer service to achieve long-term growth. Inventory strategies can no longer be looked at in departmental isolation; they have to be linked to supplier strategies, logistics designs and (not least) customer expectations.

Aims:

- To help delegates understand where the greatest opportunities are for improving inventory management
- To allow delegates to share issues, ideas and solutions

Target audience:

This masterclass is designed for:

- People responsible for planning the deployment of inventory across the supply chain
- Supply chain managers
- Supply chain directors
- Inventory planning managers
- Purchasing managers
- Anyone with experience of the issues involved in implementing effective inventory management

Course content:

The seminar will look at how inventory management has developed over the last five to ten years. One dimension of this has been to align inventory management throughout the supply chain – from suppliers, through a logistics network, to end customers. Another dimension is integration with the functions of warehouse management, transport and purchasing. It will examine what new ideas, techniques and approaches have stuck and what have not.

Note: The focus of this seminar is more on distribution than manufacturing, although it is relevant to both.

Venue: Unipart House, Cowley

Course duration: One day

Dates: 22nd November 2011

Fees: £75 – Member
£150 – Non-member

Professional
Sector relevance

