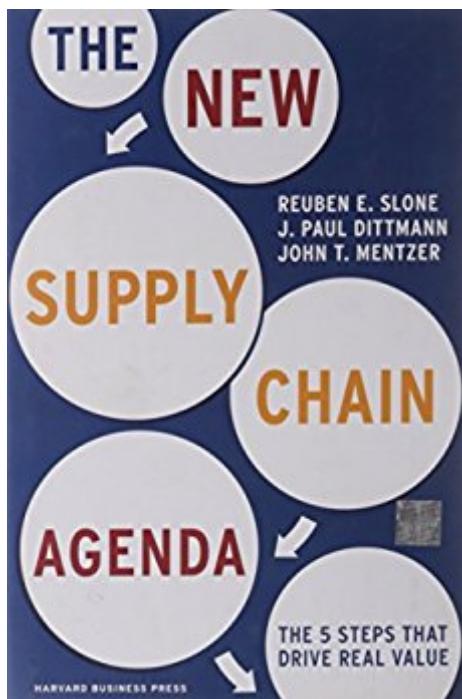


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# The New Supply Chain Agenda: The 5 Steps That Drive Real Value



## **Synopsis**

Is your company delivering products to customers at the right time, place, and priceâ "with the best possible availability and lowest possible cost and working capital? If not, you're probably alienating your customers and suppliers, eroding shareholder value, and losing control of your fixed costs. These dangerous mistakes can put you out of business. In *The New Supply Chain Agenda*, Reuben Slone, J. Paul Dittmann, and John Mentzer explain how to reinvent your supply chain to avoid those errorsâ "and turn your supply chain into a competitive weapon that produces unprecedented economic profit for your firm. Drawing on a wealth of company examples, the authors show how to activate the five levers of supply chain excellence:Â Putting the right people with the right skills in the right jobsÂ Leveraging supply chain technologies such as system optimization and visibility toolsÂ Eliminating cross-functional disconnects, including SKU proliferationÂ Collaborating with suppliers and customers to generate a seamless flow of information and supply chain improvementsÂ Managing supply chain projects skillfullyApply the steps in this book, and you build a supply chain that delivers as it shouldâ "without leaving money on the table.

## **Book Information**

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## **Customer Reviews**

From the other reviews, I can see that I am a dissenter. Perhaps this is because, rather than an executive seeking practical advice, I am an educator who is looking for ideas to use for teaching and writing. To achieve "supply chain excellence" - which means developing an efficient supply chain to strategic purpose - the authors say there are 5 steps: 1) find talent; 2) use the right technology; 3) eliminate "cross-functional disconnects"; 4) collaborate with other companies; 5) implement well. Unbelievable as it may seem, that is about it for the ideas, though they do add detail, such as needing good metrics and upper management involvement in order to get everyone in the organization with the plan. Forgive me if I am off base here, but I would think that any competent supply chain manager would, like, already know these things. In my experience, most business press books merit only a quick look at the introduction and conclusion. This is because they are essentially expanded articles, i.e. a few ideas are padded into a full book. Only very rare books in this genre, such as the truly excellent "Fifth Discipline" or "Good to Great", deserve a close read in their entirety. Unfortunately, I would recommend only reading the cover flap of this book.

As a supply chain executive, I have read several journals, books etc and quite honestly of late I have been hungry for some new, relevant and meaningful learning. This book truly stands out and offers something valuable to learn. An outstanding blend of technical, social and strategic insight in a field that is rapidly becoming a differentiator for companies. This book offers powerful ideas that are truly applicable in the real world of supply chain management. A must read for senior supply chain executives. Not only does this book dive deep into powerful supply chain concepts relevant in today's world, it also provides unique and valuable insight into the social challenges of the field - hiring the right talent, internal and external collaboration, change management all the way up to the boardroom etc.

while this book is superior to many on supply chain optimization, it tells the same story - that there is a lot of waste when you have a lot of SKUs. As I generally appreciate mathematics for simulations, and such are the bedrock of improvement in this day and age, I found the book lacking. However, its call to unifying the sales planning and inventory and shipping management, with clear guidelines, is refreshing. It's a quick read, but not a long-term reference: glaringly, it omits simulations. Can I name a better book on the subject? no, but there should be. If you're going to mine your supply chain for wasted dollars, read this, get people talking, then model model model.

This book is very efficient on describing current business challenges related with supply chain in a

high level (executive level) and it's also very good on providing real business issues that could be easily related with any issues faced by supply chain professionals. Highly recommended for supply chain 1st/2nd level managers that would like to learn more about problems and potential solutions because gives an overview of what situations those managers will be facing during their supply chain journey. Good for supply chain executives because helps to put complex problems into simple descriptions and because provides a refresh of supply chain fundamental strategic guidelines. It's not a book that will provide deeper concepts on any topic, but provides several hints on how to solve real issues.

The New Supply Chain Agenda is one of the better books I have read in the past couple of years. It is well organized and easy to follow, and even though it discusses topics we've all seen before (i.e. supplier collaboration, executive support), it does a great job of bringing them all together in only a couple hundred pages. There are a couple of areas in particular that I felt were exactly what the supply management field needs to hear. The book encourages organizations to hire for talent, which includes skills and attributes beyond functional expertise. I believe this is something all sectors should keep in mind. Secondly, the chapter on selecting the right technology offers some great advice about managing the technical issues along with the people issues. I would suggest "assigning" this chapter to anybody involved in a system implementation project. Not to give away the ending, but the book concludes with some very good case studies. Like the previous chapters, it includes specific action steps to take. Overall, a very good book and one I would recommend for students, instructors and professionals in supply chain management.

Great book, a must read for any senior executive, board member or supply chain practitioner. Filled with great case studies and practical advice that can benefit many organizations.

This book really opened my eyes to the finance side, which to me, as someone in the planning and IT area of the supply chain, had seemed a bit of a mystery before I read this. Lots of other good stuff as well, but for me the financial overview jumps it up a notch.

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