

L'IMPATTO DI TECNOLOGIE DISRUPTIVE NELLA SUPPLY CHAIN END-2-END

ANDREA MONTERMINI



E2E Supply Chains are always defined by the Value generated to Customers

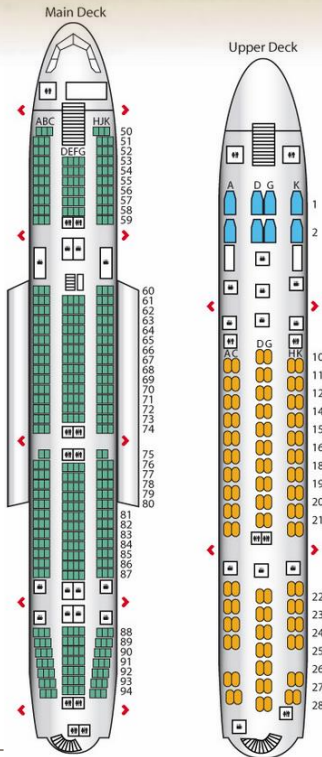
Understand and define the Different Supply Chains in your Organization

It is unlikely you have a 'one size fits all' customer demand pattern, so why should you have a 'one size fits all' Supply Chain

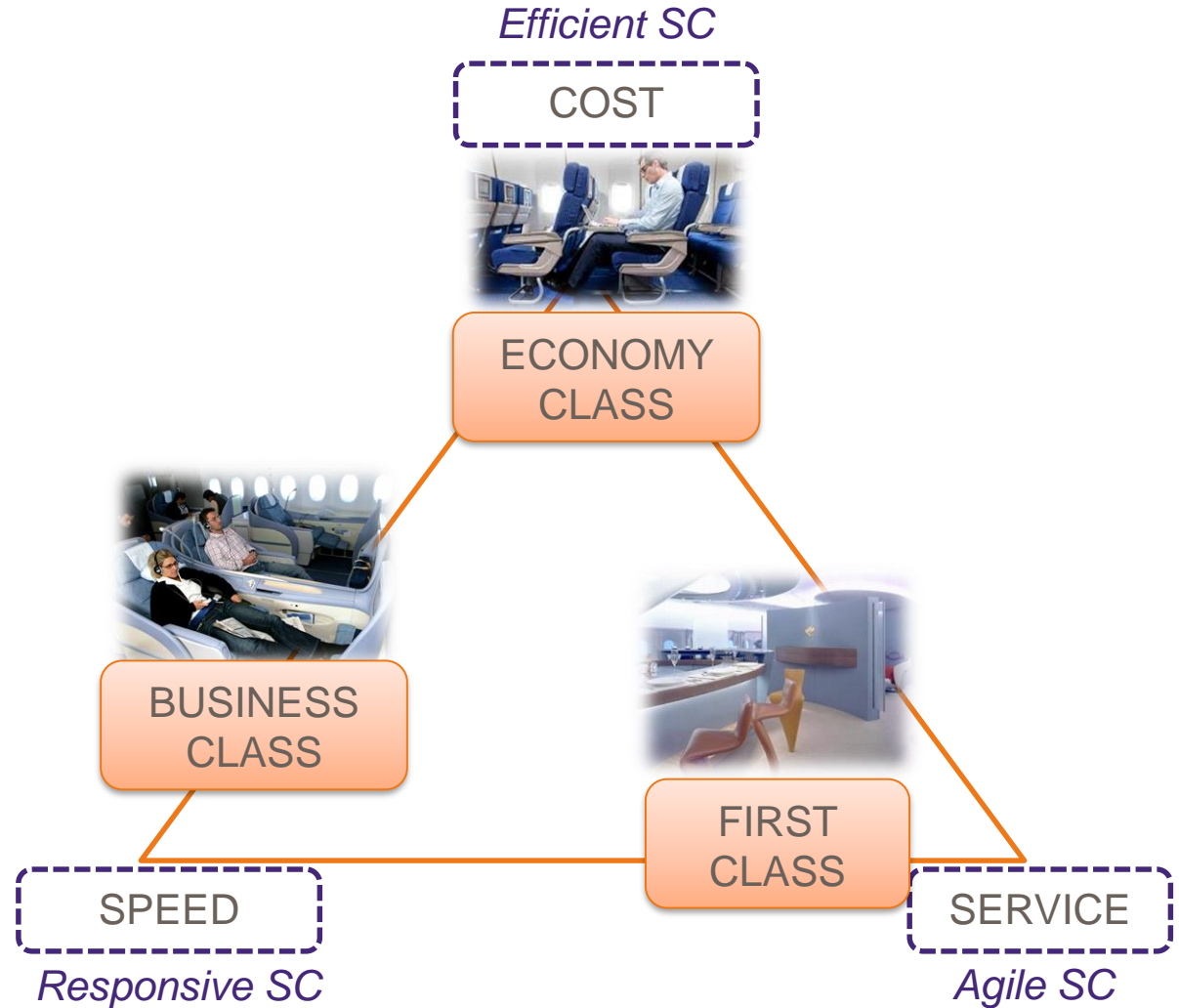
Also - look at them as **Generators of Value**, and not just Collectors of Costs!



Segmentation of Supply Chains - example

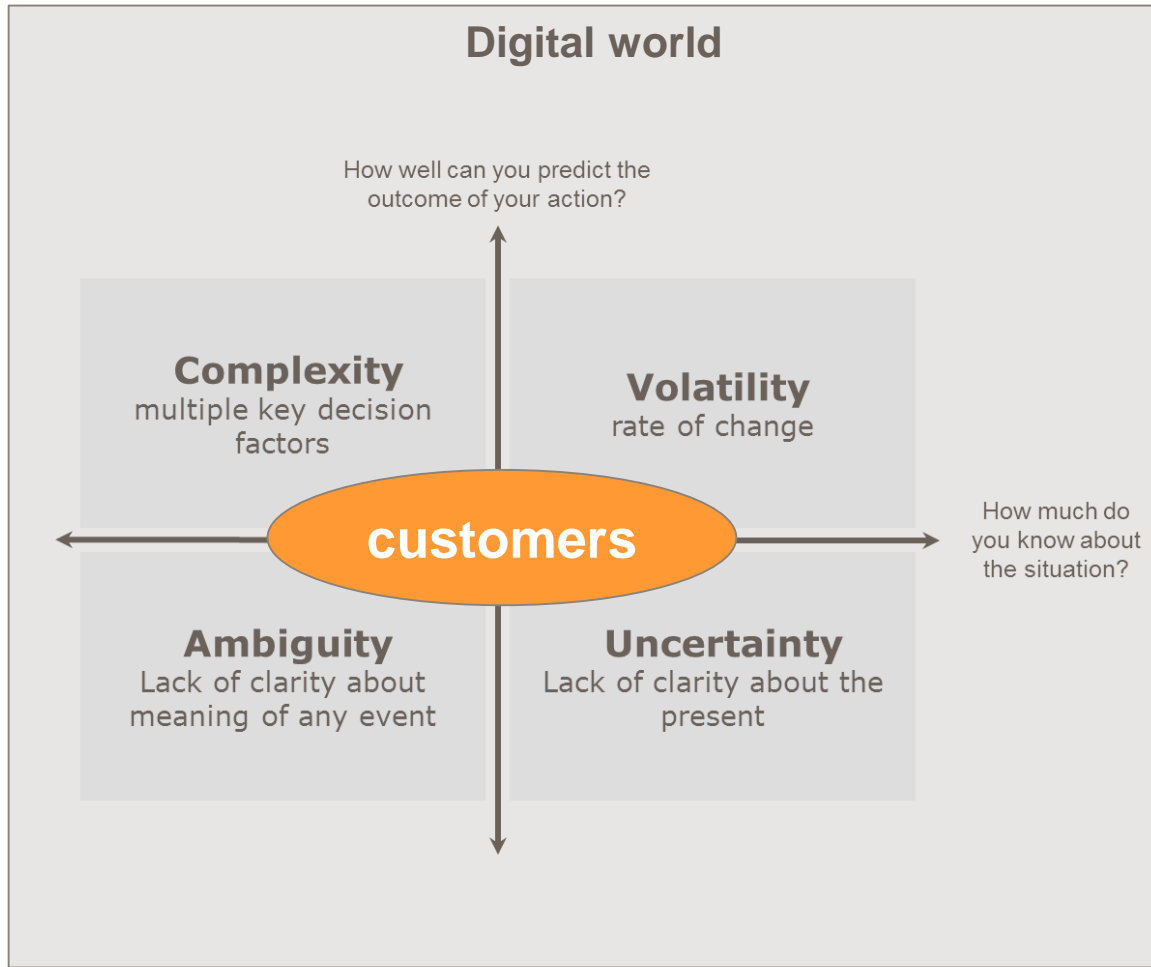


First, Business and Economy class are on the same plane





Customers in a Digital VUCA world – the starting point



Harder to predict
Harder to satisfy
Harder to reach

Apple raised the bar for Customer experience



**GARTNER
SUPPLY CHAIN MASTER**





Gartner 2017 top Supply Chains

■ Master (perennial Supply Chain leaders)

- **Apple** - "continues to improve and innovate both its solutions and the means of producing them"
- **Amazon** - "hardly a day goes by without another announcement of Amazon's foray into a new market, ownership of its own logistics capabilities or filing of patents to improve customer experience"
- **P&G** - "continues to innovate through digital automation of workflows, and the use of algorithm-driven tools to reduce exceptions and enable end-to-end planning"

■ 2017 top Supply Chains

1. Unilever
2. McDonald's
3. Inditex
4. Cisco Systems
5. H&M
6. Intel
7. Nestlé
8. Nike
9. Colgate-Palmolive
10. Starbucks
11. PepsiCo
12. 3M
13. J&J
14. Coca Cola Company
15. ...

3 key trends stand out this year for the supply chain leaders that are accelerating their capabilities:

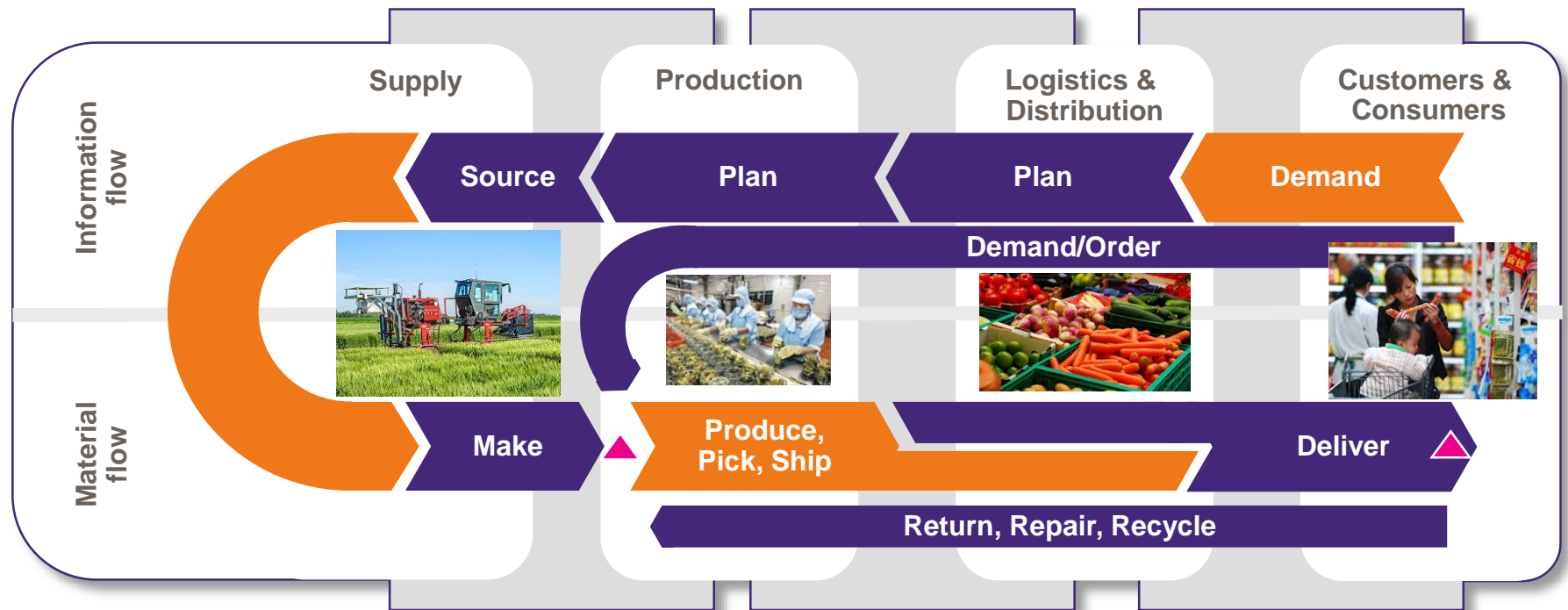
- **Digitalization of Supply Chain**
- **Adaptive Organizations and Capabilities**
- **Developing and Fostering Healthy Ecosystems**



World Class companies seek to optimise the E2E supply chains

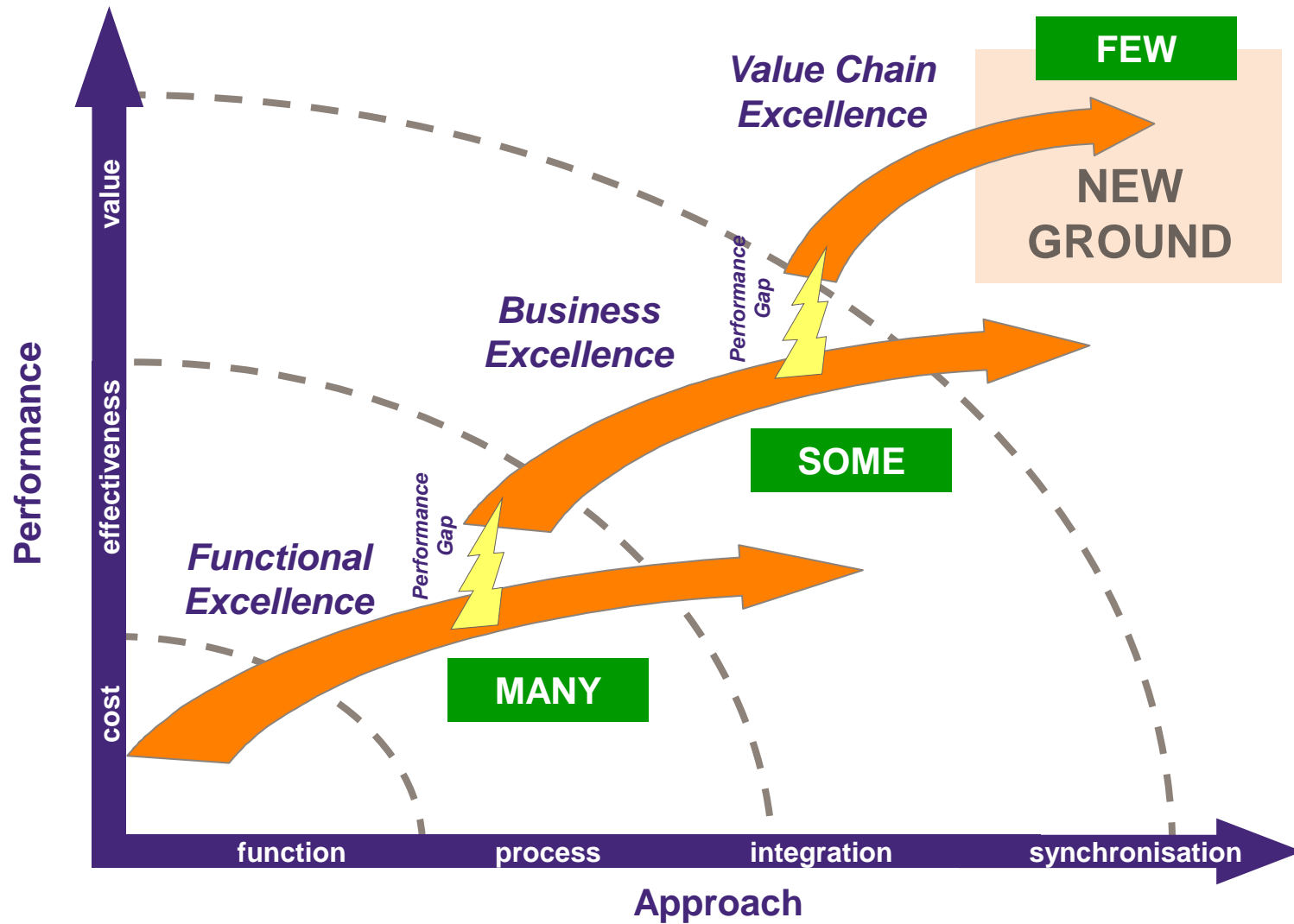
Every link in the chain
is important

Any weak link puts the
customer proposition at risk



.... Disruptive Technologies impacting all players & industries

It is a progressive journey





Disruptive Technologies impacting all players & industries



Source: by permission Sean Culey, P3 Conference 2016 Prague, video content various

Example Video from P3 conference: Robotics in Store and Sale



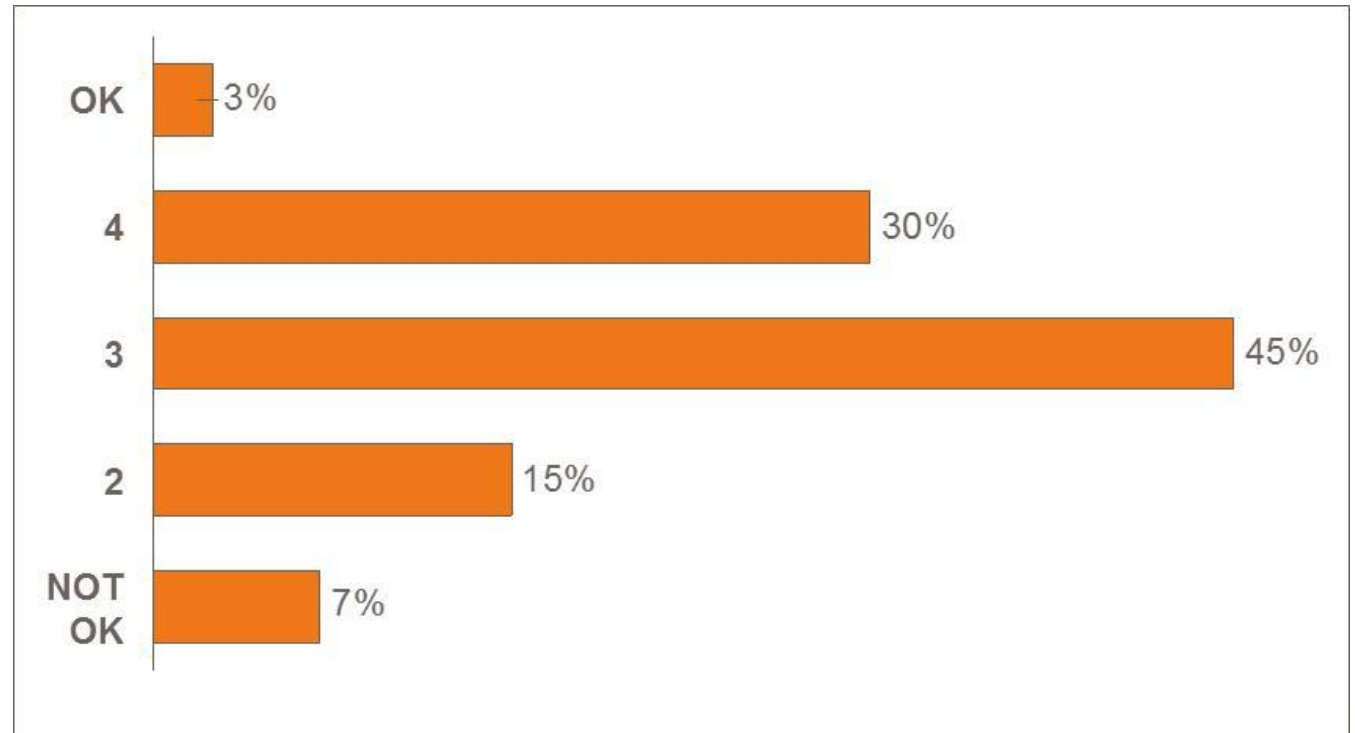
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Fortunes are finely balanced....

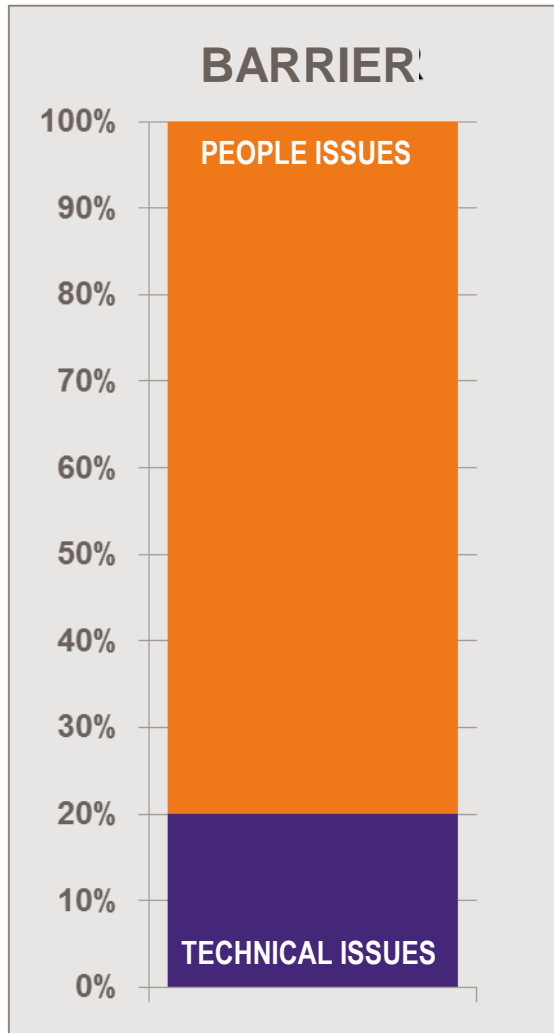


SUCCESS OF SUPPLY CHAIN STRATEGY EXECUTION (% of cases)



Source: Cranfield EFESO research Closing the implementation gap

Barriers to successful supply chain transformation



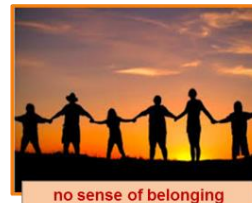
**Much of the 6th Wave
Technology exists now...**

**... are organisations able to
manage the Human Dynamics
and change impacts such that
they can use it to create
effective value propositions?**

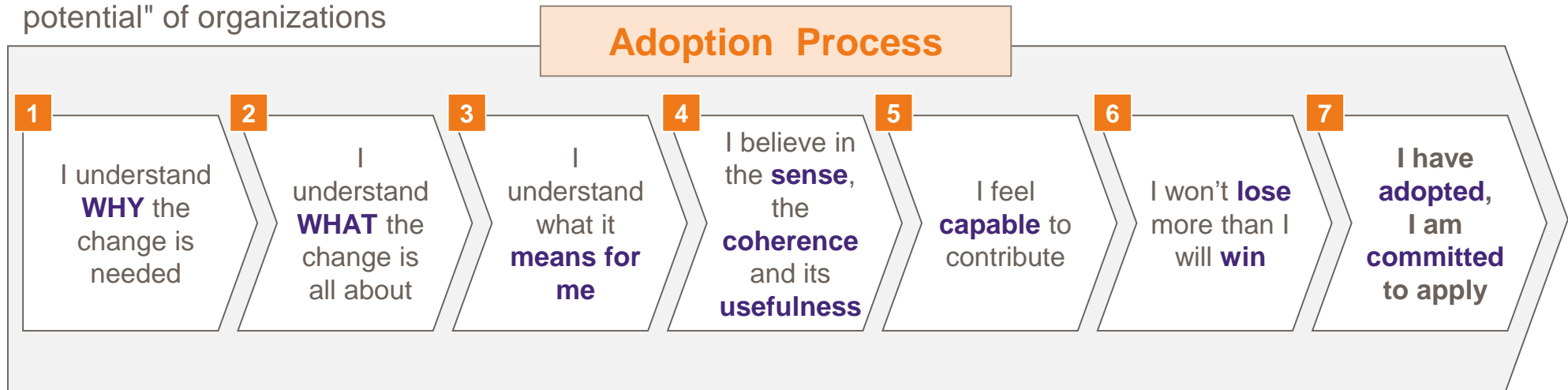
Source: Cranfield EFESO research Closing the implementation gap (2010-2012)

A specific Adoption process can be applied to successfully embrace technological opportunities

There are always **key blockers** limiting adoption and collaboration



A proper **Adoption Process** can be used as reference to activate the "full potential" of organizations





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