

Purchasing

THE MAGAZINE OF TOTAL SUPPLY CHAIN MANAGEMENT

In December of 2000, Purchasing Magazine asked top e-procurement executives to provide their 10-year visions for the purchasing and supply management functions. Of the dozen participating companies, Integrated Strategies was one of three selected to have their vision reprinted in the Q2-2001 issue of Velocity Magazine.

EVA Rules All Actions

By Steve Trecha

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It's the year 2010. Strategic thoughts drive strategic actions. Strategic actions drive predictable, positive economic value-added (EVA) results. Technology is the enabler, supply chain strategy is the drive, customer success is the goal. Supply chain philosophies, expectations, and capabilities are embedded as key components of knowledge and technology. They drive overall business strategy. Knowledge and common business practices, versus data and operations management, are key to success. Technology-based supply chain knowledge systems search out and link corporations with supply chain partners that most closely align in terms of common philosophies, expectations, and capabilities.

Companies who capture data and convert it to knowledge drive supply chain success and, therefore, corporate success. Collaborative customer and/or commodity focused teams perform their work on virtually replicated supply chains. Virtual supply chain collaborative huddles—enabled by expert, knowledge-based and decision-support systems—allow collaboration



teams to point and click on supply partners, quality controls, component functionality, transportation, inventory levels and replenishment options. Supply chain management dashboards link and provide monitoring and control feedback on EVA, cycle times and customer service levels achieved by collaborative supply model scenario analysis and dynamic continuous replanning.

Best-in-class suppliers are defined as those who pick their customers and can mentor and monitor continuous improvement in their supply chains on a real-time basis with the resulting

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performance measure being economic value-added (EVA). All human, mechanical and physical actions are mentored and monitored for EVA. The purchasing function has transformed to lead supply chain improvements through systematic, aggressive initiative management, strategic direction, technology applications and human collaboration skills.

Mass customization is the norm supported through online design and sharing of information by customers. As a result, manufacturers have adopted factory-on-demand processes, versus design/product on demand, using portable factories and virtual relationships. Standards are global and customized by market.

Integrated Strategies is a supply chain, strategic sourcing, and logistics specialist. To learn more about the company, contact Steve Trecha, President and CEO, (517) 381-4800 x219, strecha@sourcing.com. Or visit Integrated Strategies online at www.sourcing.com.

**Success is
the only
option!**



Supply Chain

Strategic
Sourcing

Logistics

Materials
Management

Order
Fulfillment

Six-Sigma

Initiative
Management

Qualifications

- Consultants average more than 20 years experience
- Web-Based strategic sourcing tools
- “Concept to Reality” approach
- Hands-on implementation
- Worked with more than 200 firms across multiple industries
- Developed more than 250 supply chain and logistics strategies
- Integrate core supply chain with core business strategy



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