

FUTURE OF MANUFACTURING & SUPPLY CHAIN EXCELLENCE 2016

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Faculty of Economics
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The Future of Manufacturing and Supply Chain Excellence 2016



The future of the company depends on the willingness of supply chains

The Faculty of Economics, University of Ljubljana and Danfoss organized the Second International Conference the Future of Manufacturing & Supply Chain Excellence 2016. The gathering of more than 200 professionals in Central Europe and the Adriatic region, representatives of key activities, from procurement, manufacturing to logistics, discussed the future of production and excellence in supply chain management.

Effective supply chain management is one of the most important prerequisites for achieving successful business results of any company, said Alex-

ander Zalaznick, Senior Vice President of Danfoss. "The dynamic business environment requires adaptation to new trends and forces the company to find new ways to manage the supply chain. At Danfoss effective supply chain management is very important and it is also the foundation of our efforts to increase profitability," said Zalaznick.

The meeting was respected world experts acquainted the participants with good practices, tools and concepts that can help everyone in his environment has reached high results in the field of linking procurement, production and sales. #

Metka Tekavčič, Dean, Faculty of Economics University of Ljubljana

Connecting Science and Economy

This year the Faculty celebrates its 70th anniversary. For many years, generations of teachers have been constantly improving our school, which has become one of the most important educational institutions in the field of economic sciences. We have shown that we can create the

kind of graduates our economy needs, while communicating with businesses that help our activities and working on the further enhancement of knowledge. Future development and optimization of supply chain management requires the exchange of good practices, which is one rea-



son why we decided to organize this international conference. #

Roeland Baaijens, Hilti, Executive Vice President Global Logistics



Preparing for changes

If we want to ensure survival in a changing market, we need to prepare. In our company, we are working on analytics and have prepared steps so that our company can maintain its leadership position as a manufacturer of construction tools on the world market. Our company will

carry out a four step strategy to improve the supply chain. It includes the definition and implementation of advanced logistics services, the introduction of sales and operating planning, adjusting chain large customer projects and turning the entire logistics to enterprising business models. #

Tomislav Čorak, Boston Consulting Group, principal

Flexibility and agility

Flexibility and agility are necessary for the supply chain to work well. We are aware of a fact that the supply chain changes. The things to watch out for in the future are the needs of consumers, the pressure of the market, infor-

mation economics, the fiscal and regulatory environment, volatility in commodity prices, the vulnerability of information networks, but also pay attention to the sustainability of the whole system, #



Donal Mac Daid, Symphony EYC, Vice president of Marketing Supply Chain

Fine tuning the system

Improving the profitability of a business in the supply chain of the future is our imperative. Operation of the system is the key to quality work that needs to be adjusted with the cost of the system. Although we are aware that the customer is king – just as importantly – company revenues are queen.

Operational performance is key to aligning Cost-To-Serve with

financial performance. Today's Supply Chain is being transformed from an execution driver into a planning, execution and cost performance manager across all business operations. The Six to Supply include: A multi-channel market, multi-format and with multi-shoppers; Technology- which includes planning, ordering, inventory delivery and transportation; Cost to serve – which



includes asset performance and insights, and Customer Satisfaction – with choice, convenience, and value for them. #

Ralf Lehmann, SAP SE, Senior Director, Solution management SAP Connected Manufacturing & Industry 4.0



Connecting the store with executives

SAP and the programs that we have been developing for years offer options that make it much

easier to manage a business by connecting information in the hands of the company's decision-makers with sales in stores. We must be aware that in the next four years 7.1 million jobs will be lost due to automation, transfer, technological progress or disap-

pearance, and only two million new jobs will be opened. Everyone needs to think about their business, and many young entrepreneurs are expecting digital issues to affect their business and are already prepared for it. #



Round Table: Lean and Agile Supply

Adopting to needs of customers

At the conference's round table on Lead and Agile Supply – How to be lean and be able to adapt to customers as quickly as possible at the same time, Intirago Raul, head of distribution management at Slovenia's Lek, Peter Kukovica, Board Director in charge of logistics, Branko Krstič, development manager at Nestle regional, and Marina Lindič, supply chain manager at Ursa for South East Europe, shared their experiences with the changes introduced by supply chain trends. The introduction of analytical tools in the supply chain has led to application of best practices on the way to supply chain excellence, said JanFransoo, graduate school dean of Faculty of Engineering, University of Technology in Eindhoven, and Mitja Prapotnik, vice president of commercial control of Danfoss Trata. Matjaz Grabaršek, deputy director of Gorenje Group, and Ales Habič, sales representative WMS solutions Spica Group, presented the redesign of the supply chain for spare parts in order to improve services and profitability.



The meeting concluded with the announcement of the winners of the Future Student Case Competition 2016. First prize went to Nejc Kokalj and Sebastjan Gerber for their student case. Supply chain strategies- Pull and push Supply chain strategies. Pika Pöschl, and Magdalena Prodanovič received second prize with their Optimization of merchandise goods, and Gregor Sova with his case Efficient Supply Chain as a Challenge for the Retailer was third. #



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