

Supply Chain Leader Interviews

- **Vinitha Moskal – VP Supply Chain**
 - **Regina Guarracino – VP Supply Chain at Knoll Inc.**
 - **Henry Stueber – COO at Green Tweed**
- **6 Key Questions**
 - **Why tech upgrades so important**
 - **What technologies are needed**
 - **Priorities**
 - **Business improvement suggestions**
 - **Tech Recommendations**
 - **Focal points**

SUPPLY CHAIN PRIORITIES

Henry Stueber – COO at Greene Tweed

Vinitha Moskal – President at SmartCost Inc.

Regina Guarracino – VP Supply Chain at Knoll Inc.

6 KEY QUESTIONS

- Why the increased focus on automation / technology upgrades in 2019-2020
- What automation upgrades would you encourage your SCM to focus on in 2019 – 2020
- What business improvement suggestions would you recommend to your SCM
- What level of EDI do you require of your supply chain
- How much of your inhouse software and cloud based systems do you share with your SCM
- How much should SCM's know and be involved with any of the following: sensors, robots, motion control devices and machine linking

<https://vimeo.com/316802509>

I. AUTOMATION & TECHNOLOGY UPGRADE

INTERNAL

- Lack of flexibility in the current environment
- Limited system interaction
- Long lead times along with limited knowledge to repair older machines and systems

EXTERNAL

- Fourth industrial revolution
- Customer expectations
- Global competitiveness
- Skilled worker shortage



2. RECOMMENDED AUTOMATION UPGRADE

- Upgrade IT systems and security
- Upgrade and enhance EDI systems
- Look into electronic payment systems (ACH)
- Invest in Point of Sale upgrades
- Explore & invest in alternative manufacturing solutions
 - Robots
 - 3D manufacturing
 - Machine learning
- Leverage IIOT

3. RECOMMENDED BUSINESS PROCESS IMPROVEMENTS

- Create a Technology Roadmap for your company
- Focus on flexibility and quick response times
- Create active communication channels with supply leaders and supply chain partners
- Seek outside expertise and guidance (Do it yourself is usually longer and more expensive)

4. EDI EXPECTATIONS ACROSS THE SUPPLY CHAIN

PROCURE TO PAY

- Purchase order
- Delivery shipment notification receipt
- Product tracking
- Inventory management
- Quality information
- Prints / drawings update transfer

ORDER TO CASH

- Customer order
- Customer invoicing
- Delivery notification / BOL
- Consigned inventory management
- Document transfer (with sale)

5/6. INVOLVEMENT ACROSS THE SUPPLY CHAIN

TECHNOLOGY

- Have a roadmap
- Understand and plan for machine linking / networking
- Display commitment for IT security upgrades
- Understand and incorporate advanced manufacturing technologies

SYSTEMS

- Upgrade risk mitigation systems
- Move towards cloud based systems upgrade
- Advanced process management systems
- IT / OT environment