

# Sneak Peek

*CMO Contracting,  
Oversight and Value  
Optimisation*

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**ONLINE**  
TRAINING



**SYMMETRIC**

# How to Mitigate Risk and Generate Value

*Know the contract and let the supplier know you know the contract !  
Implement the terms !*

## Mitigate Risk

- Have a well understood and enforceable business continuity program in place
- Have a supply chain security program in place
- Look to negotiate non exclusive terms
- Take care with auto renewal terms
- Review and enforce capacity clause
- Include a PIP clause

## Generate Value

- Agree delivery terms and scaled price reductions when these terms are not met
- Ensure replacement of non conforming product at suppliers cost
- Include an annual CI review
- Include clause to assure against losses customer supplied materials
- Utilise the governance structure for leverage

# Driving Business Performance Virtual Plant Team



- ▷ Clear purpose and objectives
- ▷ Defined frequency, attendees and agenda
- ▷ SMART output

## EHS, Network Strategy, Artwork, Finance / Procurement (Adhoc)

Called in for monthly sessions based on routine metric reviews. EHS Metrics owner – findings, EHS risk level Network Strategy metrics – Sourcing request status Finance / Procurement metrics – MUV, PPV, CI completions, Contract negotiation

## API

API availability, Inventory tracking  
Metrics owner - Inventory

## Operations Manager

Facilitator, Escalation owner, business update, VPT objectives, maintain action tracker



## Supply Chain

Backorder and short supply status, Planning constraints/issues Metrics owner - lost sales, backorders, OTIF

## Quality

Change Controls, Deviations, CAPA, APQR, Complaints, Audits, Metrics owner - RFT, audit response

## Technical

Robustness, Yield, Transfers, Metrics owner - Product transfers on track



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Register

# A Typical Roll Out Plan....



## Plan

- Evaluate current state, including KPIs, and document standard methodology.
- Develop charter and agree cross functional resourcing to implement project

## Do

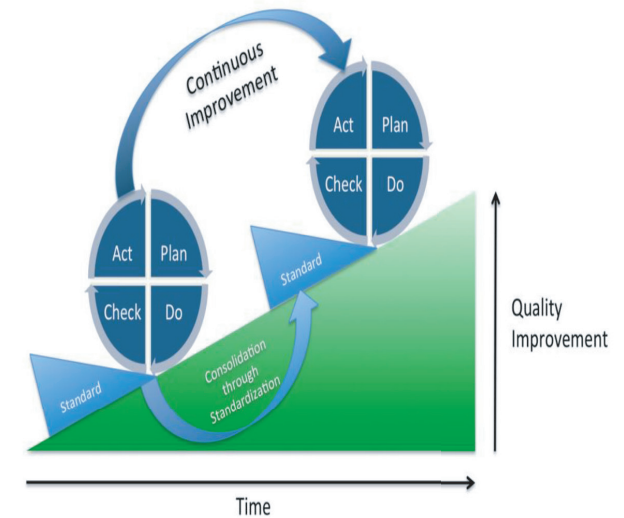
- Roll out standard methodology to targeted supplier(s)
- Develop and follow communication plan

## Check

- Quarterly GEMBA to support implementation and share best practices

## Act

- Review at leadership forums to continuously improve and ensure sustainability



# Registration

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