

Sneak Peek

*CMO Contracting,
Oversight and Value
Optimisation*



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SYMMETRIC

How to Mitigate Risk and Generate Value

01

*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

02

- ▷ 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

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

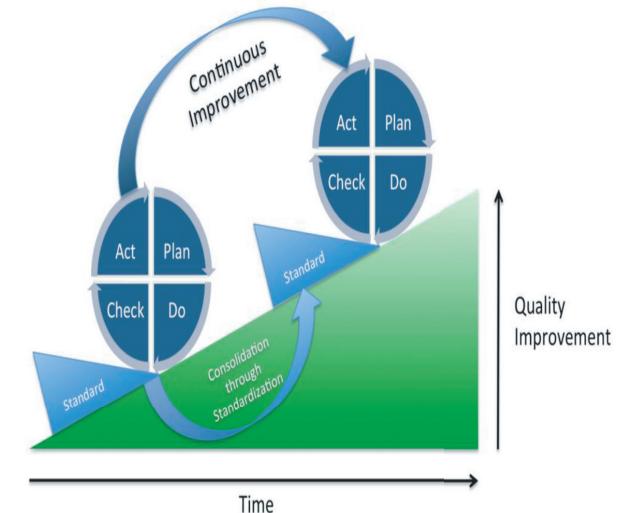
- Roll out standard methodology to targeted supplier(s)
- Develop and follow communication plan

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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HERE TO**

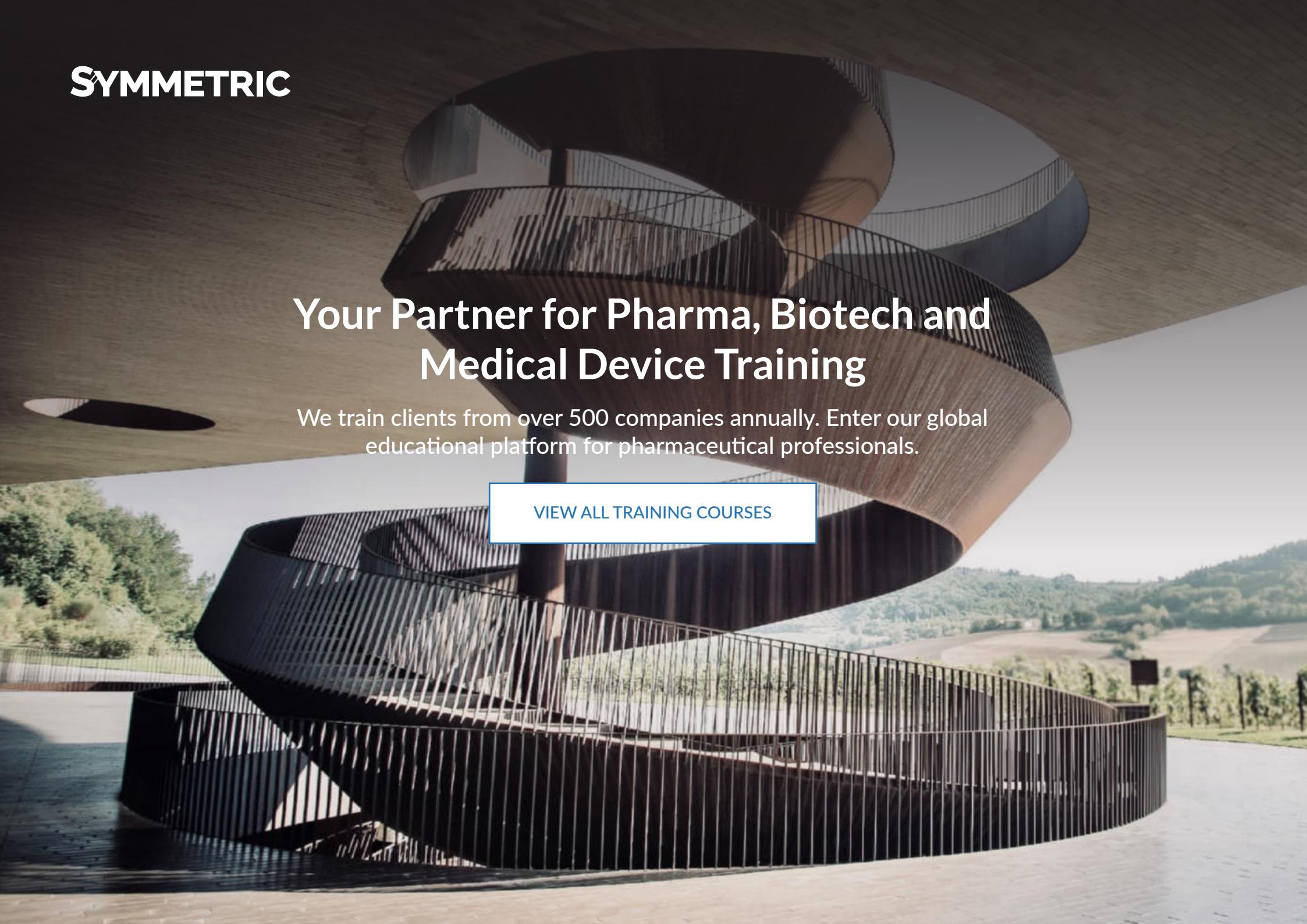


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