

NEW APPLIED NOW

SUPPLY CHAIN & OPERATIONS

Don Schulman, Function Managing Director, Supply Chain and Operations

Hi everybody. My name is Don Schulman and I'm the Function Managing Director for Supply Chain and Operations here at Accenture. I'm delighted to be here today to talk about what we do in Supply Chain and Operations.

First of all, we're part of the whole industry X.O initiative. In fact, the digital reinvention of business is really about the digital reinvention of supply chain. We believe that there's going to be \$14 trillion of cost that could be disrupted across the value chain in businesses around the world.

We think this is going to happen through innovative technology like dynamic action, new sources of competition and new ecosystems are going to evolve and evolving customer expectations. How do we get product to our clients and customers in two days and make money doing it?

And finally, we're going to see a blurring of the line between products and services. Tire companies won't just sell product, they will actually provide the service when you need to fix the tire.

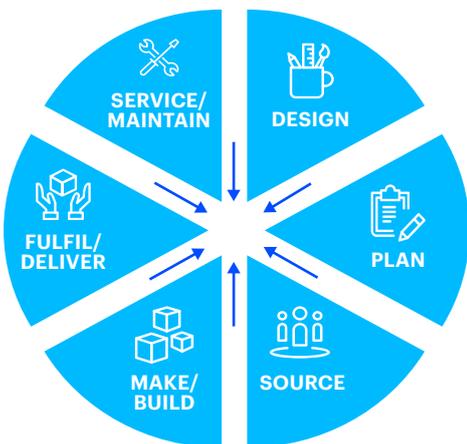
In recent study we found that 75% of supply chain executives do not have an agile operating model. In fact, if you notice on the chart below, we have on the left side the functions of the supply chain and typically these functions are not reporting to the same person and our clients. We think these functions have to come together in an integrated fashion.

The outcome will be the intelligent supply chain. It'll be smart, it'll be connected, it'll be living and it'll be learning. It's going to begin with great insights to becoming a smart supply chain. It's going to become connected with new ecosystems and new transparency that's never been done before. Living capability, to be able to change and evolve quickly and it'll be innovative, to change product lines as we need to and develop new capabilities as it evolves.

The Intelligent Supply Chain

Value Proposition: Driving competitive advantage through customer-centric supply chain models and the application of digital technologies.

SC&O Process Model



Characteristics of an Intelligent Supply Chain

