

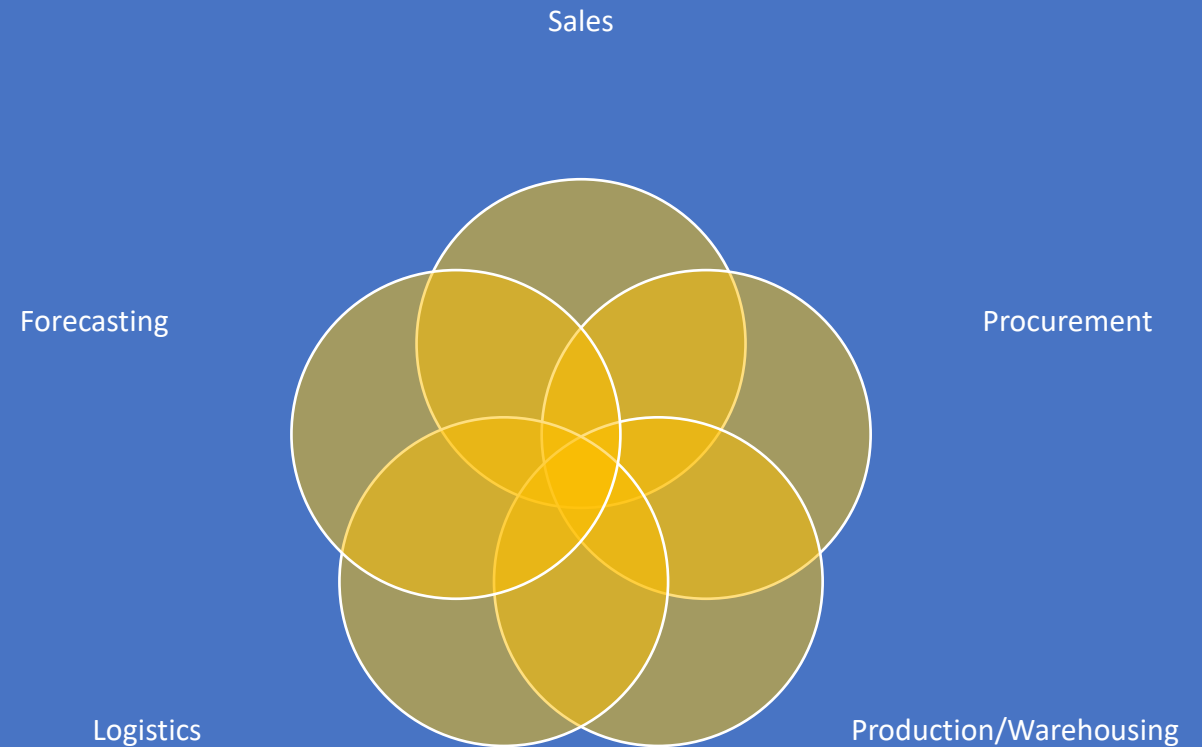


KANSAS
MANUFACTURING
SOLUTIONS

Trusted Advisors for Growth

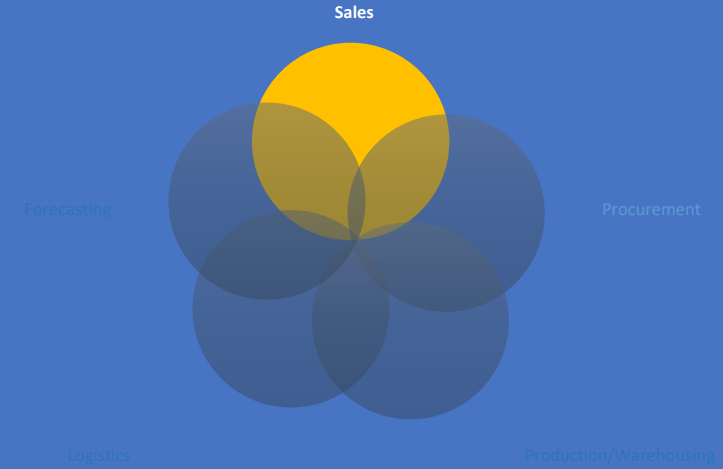
Supply Chain & Continuous Improvement

5 Key Areas of Supply Chain



Sales & Customer Service

- Purchase Order Creation
 - Lead times
- Sales alignment
 - Expectation vs Reality
- Customer Support
 - Best practice



CI Tools:

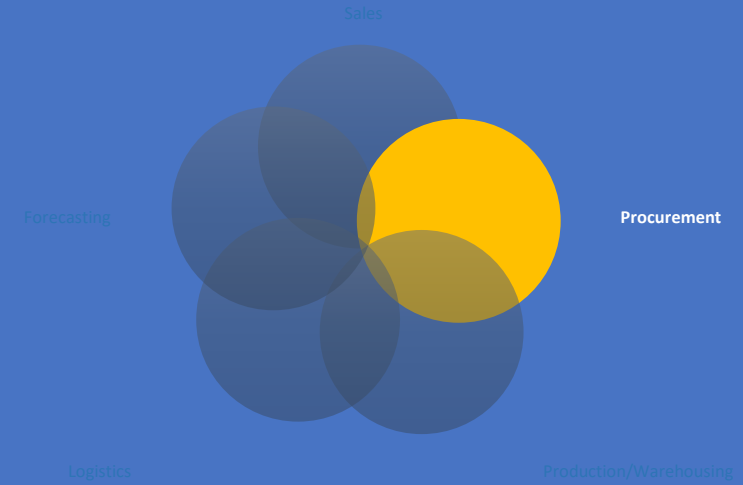
- Voice of the Customer (VOC)
 - Expectations and Needs
 - Capture, interpret and act
 - Feedback collection

• **Take to work question:**
**Do our Sales goals match our
production possibilities?**



Procurement

- Suppliers
 - Lead time
 - Price break points
- Additional Support
 - Other options



CI Tools:

- Kaizen Events with Suppliers
 - Kaizen event outline: Current state, Identify opportunities, Develop Solutions

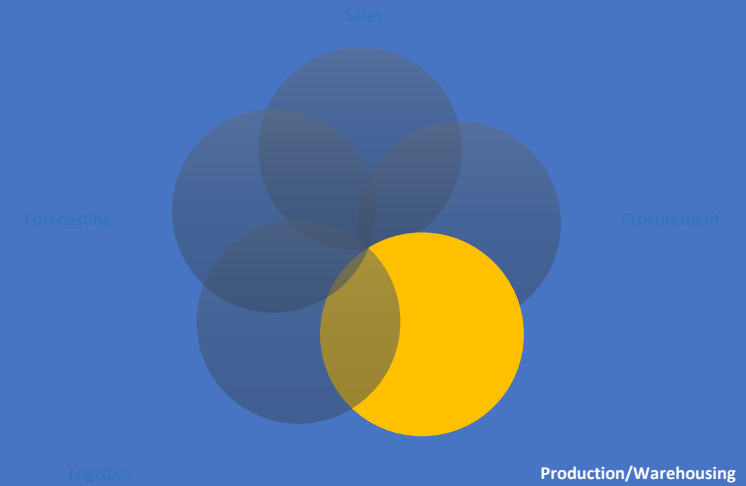


- Take to work question:
Are we meeting our price break points?



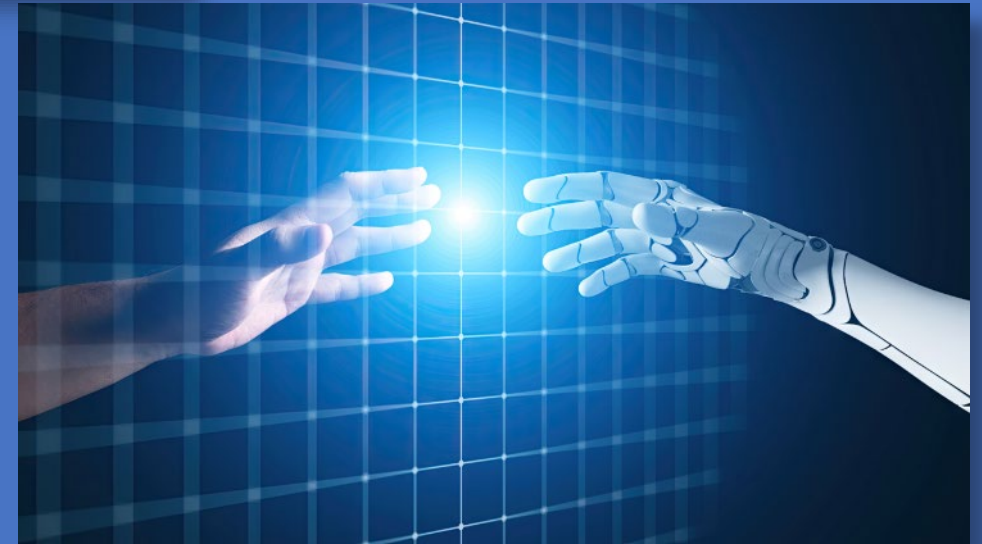
Production/Warehousing

- Scheduling
 - Efficiency
 - Max ability vs Customer needs
- Warehouse
 - Customer leads vs on hand amount
 - Getting closer to JIT
 - Capacity Model



CI Tools:

- Digital Twin
- Cost



Take to work questions:

- Is our on-hand level too high? How do we safely lower it?

Logistics

- Transit Cost
 - CPU
 - Delivered
- Time Frame
 - Maximizing Trucks



Logistics

CI Tools:

- Transportation Efficiency Metrics
 - Route optimization
- Waste Elimination in Transit
 - Culture: Time, Space and Resource elimination
 - Learning platforms

Take to work questions:

- Is our shipment schedule efficient?



Forecasting

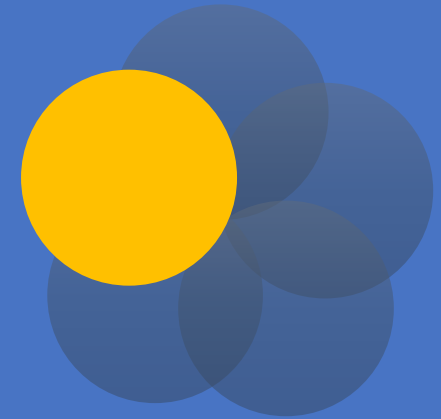
- Historical Based Forecasting
 - Forecast vs Actuals
- Software based Forecasting
 - Predictability

CI Tools:

- Root Cause Analysis for Forecast Deviations
 - Data driven decisions
- Technology and AI in Improving Forecasting
 - Otto-German E-Commerce Company: CERN



Forecasting



OTTO

Take to work questions:

- Is our Sales Forecast trustworthy?

