A HP Customer’s Supply Chain…
Supply Chain Baseline Influences

- Each product has its own unique supply chain:
  - Customer’s supply chain requirements
  - Component lead time
  - Regulatory (i.e. quota, customs, etc.)
  - Physical flow requirements (OOG, Port restrictions)
  - Manufacturing and Distribution requirements
  - Company organization
  - Shareholder Value
Organization:

*From Functional Silos to Integrated Teams*

- Functional Organization with little incentive to collaborate
- Supply Chain
Supply Chain Uniqueness:
Example of Product Influences

- **High Value**
  - Global Factory + Regional PCC + Services

- **Value Add**
  - Global Factory + Regional PCC

- **Low Touch**
  - Factory FGI
  - Global Factory to DC

- **No Touch**
  - Factory FGI Direct with Cross Dock
  - IDS Surface

- **IDS Air**
  - Airship Asia Factory to Channel DC
Supply Chain Uniqueness: 
*Cutting Costs and Time – Getting under the Hood*

Competitive benchmark: Reduce inventory levels while maintaining and/or increasing customer satisfaction.
Supply Chain Uniqueness:
Cutting Costs and Time – Getting under the Hood

Case Study: Inbound Planning

- Issue
  - Efforts to reduce inventory levels successful...too successful 😊
  - Inbound Delivery inconsistency impacting order fulfillment
  - Limited understanding of Port operations within the Planning and Operations teams
  - Little proactive solutioning with all parties involved
  - Finger pointing between partners and solution providers

- Solution
  - Summit involving terminal, dray company, fulfillment partner and HP
  - Onsite education on port operations – including external influences
  - Process changes and supporting communication between all parties
  - Measured performance at an Event level

- Other outcome:
  - Add port tours to HP training (internal training)
Thank You