Introduction

Mr. Richard Sharpe
President & CEO
Competitive Insights, LLC

• Over 27 years of experience in Supply Chain Management and Applied Business Solutions

• Founding member of the American Logistics Aid Network (ALAN)

• Graduate Degree in Industrial Engineering from Georgia Institute of Technology; Undergraduate Degree in Industrial Engineering from the University of Florida
Introduction

Creating Agile Supply Chain Networks in Today’s Fast-Changing World

www.aapaseaports.com
Patented Technology + Methodology for Smart Growth

Software as a Service (SaaS) Technology Platform
Traditional Approach for Defining Supply Chain Operating Networks

The Realities of Today’s World

Supply Chain Operating Networks in the Future
But there are a lot of choices in deciding how to design Supply Chain Operating Networks
Traditional Approach for Defining Supply Chain Operating Networks

Strategy Objective: Minimize Costs while maintaining service levels

This is under the big assumption that things will stay the same for 3 to 5 years when it is time to re-evaluate the Operating Network!
Traditional Approach for Defining Supply Chain Operating Networks

Before

After
Traditional Approach for Defining Supply Chain Operating Networks

The Realities of Today’s World

Supply Chain Operating Networks in the Future
The Realities of Today’s World

Pressures for Ports

- Shifting trade routes
- Labor contracts
- Environmental regulations
- Global security threats
- Bigger ships
- Commuter traffic
- Bridges
- Rail Lines
- Channel depth
- Community response
- Other pressures

and what about your customers?
The Realities of Today’s World

- Trade Route Economics – Panama Canal Expansion
- Supply Chain Risk
- Emerging Markets
- E-Commerce
- Profitability
Given the financial volatility in various markets and rapidly changing needs for the supply chain to support global commerce, can companies rely on an operating design that is only reviewed every 3 – 5 years?
Traditional Approach for Defining Supply Chain Operating Networks

The Realities of Today’s World

Supply Chain Operating Networks in the Future
Ongoing Operating Network Adjustments

Balancing:

- Costs
- Customer Service
- Risks

to drive profit
Realizing that “One Supply Chain Structure May Not Fit All Needs”
By Continuously Adapting to a Changing World,

Companies will Win
Ongoing Competitive Advantage
It will not be easy, but . . .

it can happen.
Thank You

If you have further questions or comments, e-mail rsharpe@ci-advantage.com or visit www.ci-advantage.com