



## About the Instructor

**William T. Walker, CFPIM, CIRM, CSCP** is a supply chain architect and author. His 35 years of practitioner experience with Hewlett-Packard, Agilent Technologies, and Siemens Building Technologies, include project accomplishments in product development, manufacturing, project management, supplier management, outsourcing, logistics, network architecture, distribution, cost reduction, ERP conversion, and asset management. He authored *Supply Chain Architecture: A Blueprint for Networking the Flow of Material Information, and Cash*. Bill is a past President of the APICS Educational & Research Foundation and a past APICS Vice President of Education for Aerospace & Defense, Small Manufacturing, Repetitive Manufacturing, Process Industry, Remanufacturing, and Textile/ Apparel SIGs. He holds BSEE and MSIE degrees from Lehigh University.

## Where Is The Return?

- **Make better total cost decisions to ensure profitability**
- **Identify velocity traps that constrain throughput**
- **Achieve higher service levels with less inventory investment**
- **Manage network risks to achieve continuity of supply**

## Who Should Attend?

- **Buyers**
- **Planners**
- **Outsourcing Specialists**
- **Supply Chain Executives**

## How Do I Contact Bill?

**Send your e-mail to  
[billwalker@primeisp.net](mailto:billwalker@primeisp.net)**

**for pricing and availability of  
this seminar.**

## **From the Supply Chain Architecture Seminar Series...**



## **Supply Networks for Buyers**

**A One-Day Seminar  
by**

**William T. Walker, CFPIM, CIRM, CSCP  
Supply Chain Architect**

# Supply Networks for Buyers

## Learning Objectives

By the end of this interactive one-day seminar participants will be able to:

1. Describe how a supplier fits with the structure and processes of the network.
2. Identify velocity traps in a supplier's information, material, and cash flows.
3. Compare the landed costs of domestic versus international supply.
4. Explain tradeoffs in shopping the world versus outsourcing production.
5. Decide when and where to keep supplier inventory in a network.
6. Measure and evaluate supplier performance quarter-to-quarter.

## Seminar Outline

### **Part 1. Doing Business with a Supplier**

This module explores the relationship of the product BOM with the design of the supply chain network from the perspective of buyers and sellers.

- Information flow, material flow, cash flow
- Trading partners versus nominal trading partners
- The velocity principle
- The variability principle

Interactive team exercise

### **Part 2. Supply Chain Landed Cost**

This module puts material purchased cost in the context of a real supply chain network.

- Domestic landed cost
  - Income statement costs versus balance sheet investments
  - Packaging, logistics, and Incoterms
  - International landed cost
- Interactive team exercise

### **Part 3. Supply Chain Inventory Control**

This module explores the relationship of the product BOM with the operation of a supply chain network from the perspective of a supplier.

- Build-to-order, assemble-to-order, build-to-stock demand
  - Push versus pull inventory management
  - The vocalize principle
  - The visualize principle
- Interactive team exercise

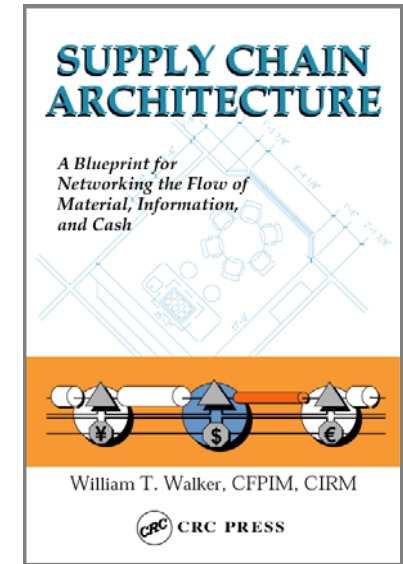
### **Part 4. Managing Supplier Relations**

This module is an introduction to supplier performance measurement in the context of a real supply chain network.

- Measuring performance and communicating results
- Quality
- Delivery performance
- Supply chain network flexibility

Interactive team exercise

## Seminar Reference



- Applies five business principles, velocity, variability, vocalize, visualize, and value, to solve practical networking problems.
- Provides a 38-step network blueprint that optimizes supply chain design and operation.
- Comprehensive with 120 tables, 90 figures, 8 performance measures, and 3 storylines.

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