

SUPPLY CHAIN OPPORTUNITIES CONFERENCE

FEBRUARY 2, 2017 | SPRINGFIELD, OREGON





THANK YOU TO OUR PARTNERS & PRESENTERS





DAVE HUNT
PRESIDENT & CEO
PACIFIC NORTHWEST DEFENSE COALITION

The Pacific Northwest Defense Coalition is the association of over 240 Northwest defense and security businesses.

PNDC focuses on strengthening our members' business growth, our region's economy, and our nation's security through training, one-on-one counseling, business-to-business networking, and advocacy.

Networking

Training

Advocating

Counseling

Connecting





NETWORKING

- Monthly Receptions @ Member Businesses
- VIP Summer Bash
- Annual Dinner
- Shooting Range Day
- Year End Celebration
- & MORE!





TRAINING

- Regular Procurement Webinars & Seminars
- Quarterly ITAR & EAR Trainings
- Defense & Homeland Security Symposia
- SBIR/STTR
- FARS & DFARS
- Cybersecurity & Data Security
- & MORE!





ADVOCACY

PNDC convenes regular Congressional Roundtable discussions to bring our members face-to-face with U.S. Representatives & Senators to ensure that Congress and federal agencies address the unique needs of Northwest defense and security businesses.





COUNSELING

Our full-time Procurement Counselor assists companies with navigating FARS/DFARS, certifications, and registrations including DUNS, System for Award Management, Dynamic Small Business Search, and Federal Business Opportunities.

Plus, we offer a FREE bid match service for our Washington and Oregon Members!





CONNECTING

NWB2B is an online sourcing platform that connects manufacturers with suppliers of products and services in the Pacific Northwest. This easy-to-use tool streamlines supplier discovery, and is a fast, efficient way to build buyer-supplier relationships with local companies.



Superior Connections for NW Buyers and Suppliers

“Other tools in this category are very specific to certain industries and extremely expensive. Here, search criteria can be as specific as you wish or as broad as you wish, making it very user friendly.”

– Lori Luchak, Miles Fiberglass and Composites

Join for FREE at nwb2b.com!



UPCOMING EVENTS

GOV'T CONTRACTING BASICS | Wednesday, February 8 | Clackamas, OR

NETWORKING LUNCHEON @ NW ETCH | Thursday, February 9 | Tacoma, WA

GOV'T CONTRACTING CONFERENCE | Thursday, February 16 | Clackamas, OR

CEO DINNER | Tuesday, February 21 | Portland, OR

U.S. CONGRESSMAN KURT SCHRADER ROUNDTABLE | February 2017 | Wilsonville, OR

CYBERSECURITY COMPLIANCE FOR DEFENSE BUSINESSES

Tuesday, March 7 | Microsoft, Redmond, WA

NETWORKING LUNCHEON @ HILLSBORO AVIATION | Wednesday, March 29 | Hillsboro, OR

NETWORKING LUNCHEON @ JORGENSEN FORGE | Wednesday, April 5 | Seattle, WA

AEROSPACE DEFENSE SYMPOSIUM | Thursday, May 4 | JBLM, Lakewood, WA

MILITARY EMPLOYER SUMMIT | Friday, June 2 | Clackamas, OR

ANNUAL VIP SUMMER BASH | Saturday, August 12 | West Lynn, OR

PNDC STAFF

George Cargill, Puget Sound Outreach

Carley Dirks, Procurement Counselor & Program Manager

Leslie Everson, CPA/Bookkeeper

Bailey Simpson, Program Coordinator

Dave Hunt, President & CEO

Emily Houg, Puget Sound Event Coordinator

Kate Kanapeaux, Program & Events Director

Anna Rymill, Marketing & Event Coordinator

888-701-PNDC

www.pndc.us



ROUNDTABLE ONE BUSINESS-TO-BUSINESS DISCUSSIONS





ROUNDTABLE QUESTIONS

- What are you buying from outside of the region and why?
- What percentage of your products or services does your firm purchase from outside of the region?
- How do you find new customers?
- How are you marketing your product(s)? Would you like assistance marketing your product(s)?
- What can we do to help manufacturers buy and sell more in this region?
- How can we help you sell market more of your capabilities or products?
- Describe any of your supply chain challenges (transportation, aging infrastructure, technology advances)

Connie Hornbaker

Procurement Manager

ERICKSON  **N** TM

PROCUREMENT:

ERICKSON WORLDWIDE

06/23/2015



WHO WE ARE



OUR FUTURE

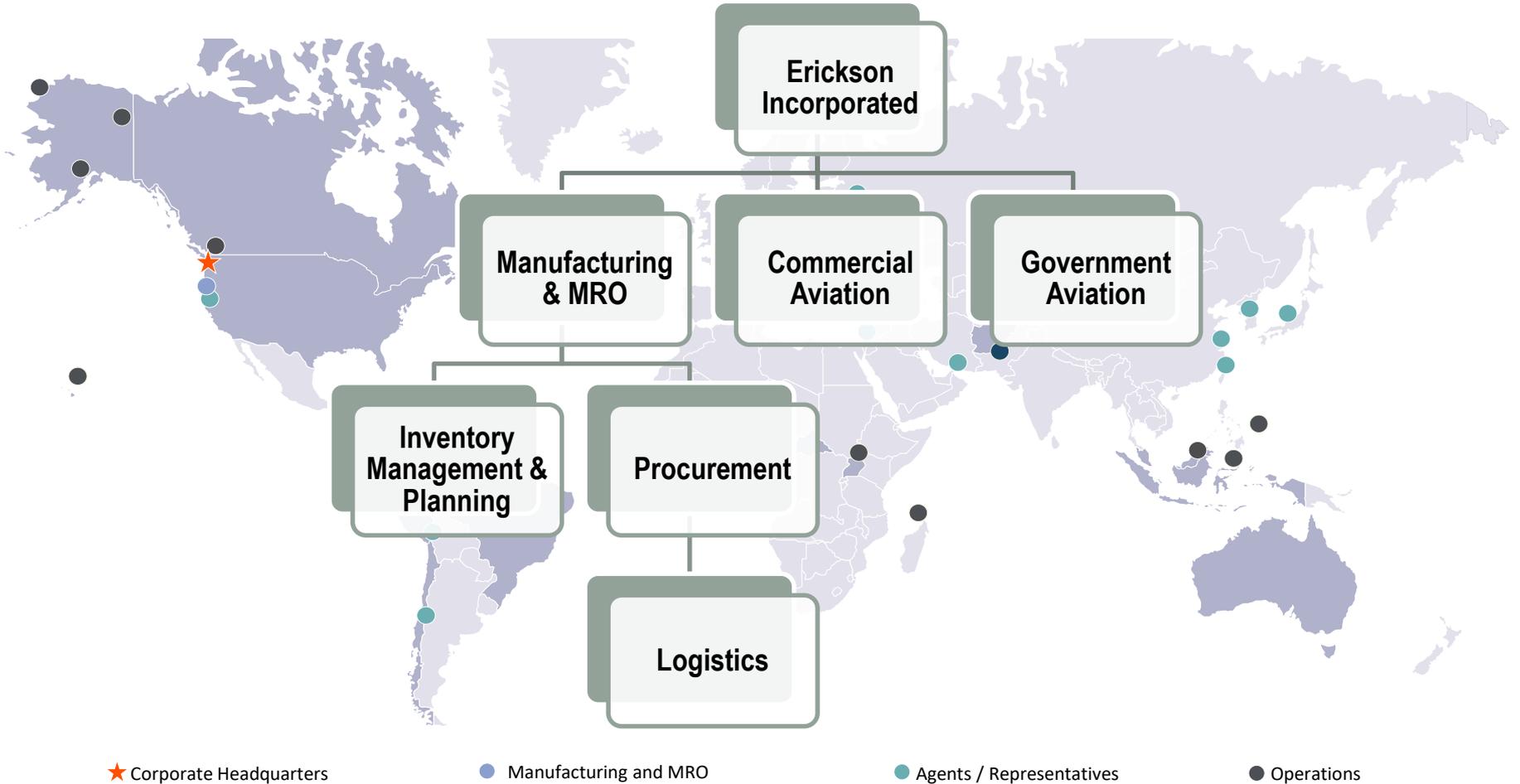
Highlights

- Erickson is the largest global provider of utility helicopter solutions
 - Market leading positions in key end markets
 - Wide range of aerial services solutions ranging from heavy-lift to light-lift
- Erickson's expansion across both services and geographies positions the company well for further penetration of high growth end markets
- Service offering:
 - Heavy, Medium and Light-Lift and Fixed-Wing Aerial Services (~93% of total revenues)
 - Manufacturing and Maintenance, Repair and Overhaul ("MRO") (~7% of total revenues)

Utility Helicopter Solutions



Mission: To safely operate and service a global fleet of aircraft with pride and precision, create competitive solutions for our customers and provide value to every stakeholder.



Erickson's diverse global footprint provides a competitive advantage

A BALANCING ACT

**DMC / DOC
CONTROL
(P&L)**

**AIRCRAFT
AVAILABILITY**

**INVENTORY
OPTIMIZATION**

CUSTOMER SERVICE

1. Just in time delivery of part kits for scheduled maintenance
2. Sufficient on-site inventory to cover unscheduled removals
3. Shorter down-time
4. Better resource utilization

CAPITAL EFFICIENCY

1. Lower costs/Greater capital usage
2. Lower inventory levels/higher turns
3. Elimination of SLOB inventory
4. Greater spend predictability
5. Reduced penalties



LOGGING - MRO

- Aircraft purchase
 - 3 S64E – 20K Lift Capacity
 - Rigging for logging
 - Lower environmental impact
- Maintenance
 - Aircraft
 - Component Repair/Overhaul
 - Trucks, Equipment, Accessories

OEM - MFG

- Type Certificates
 - S-64E/F - Commercial
 - CH-54 - Military
 - JFTD12 - Engine
- Manufacturing
 - Sheet metal
 - Mills, Lathes, CNC
 - Composites

ACQUISITIONS

- Evergreen Helicopters, Inc.
 - 90+ Aircraft
 - Worldwide operations
 - Government contracts
- Erickson Incorporated
 - 89 Aircraft
 - Strategic operations
 - Government contracts



OUR TRANSFORMATION



OUR FUTURE



Current Status:

- High Degree of Aircraft Availability
- Centralized Warehouse and SCM Critical Resources
- Customer Responsiveness / Satisfaction High
- Moderate to High Levels of Employee Engagement
- Additional Contract Awards Regularly

Current Challenges:

- Availability of Legacy AC Type Parts
- Balance of DMC / AC Availability / Inventory Optimization
- Planning Function Capabilities & Global Alignment
- Acquisition Integration
- System Functionality
- Qualified Resource Availability

Opportunities:

- Additional Strategic Supplier Engagement
- Sharing of Best Practices

Supply Chain – Strategic Partnership Opportunities

- Raw Materials
 - Composite material
 - Sheet metal
 - Bar, Round stock
 - Square/Round Tube
 - Extrusions
- Services
 - Anodize
 - Heat treat
 - Plating
 - Waterjet cutting
 - Coatings
 - Fuel
 - Travel
- Global Logistics
 - Distribution

Mission: To Further Advance Erickson's Supply Chain to a world-class organization characterized by:

- Efficiency
- Reliability
- Customer Focus
- Benchmarked Excellence

QUESTIONS?





RESOURCES FOR MANUFACTURERS

Vonnie Mikkelsen
President & CEO



Welcome to Springfield

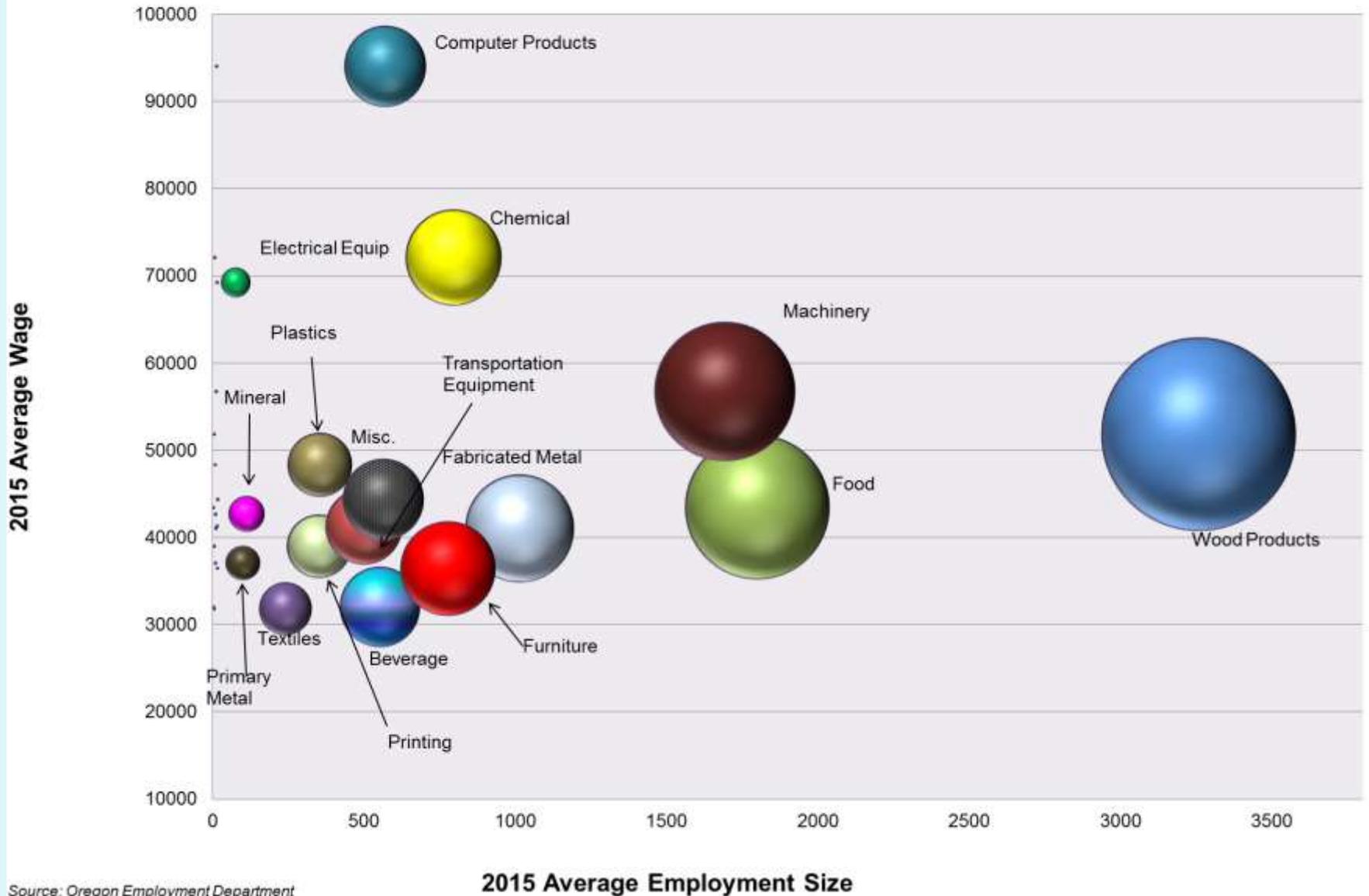
Supply Chain Opportunities Conference

Springfield Area Chamber of Commerce

Vonnie Mikkelsen, President/CEO



Manufacturing Employment by Sector Lane County



Springfield Chamber Resources



Legislative Advocacy

- BOLI: OT Rules for manufacturers
- Cap & Trade (Carbon Tax)
- Predictive Scheduling Mandate
- Paid Family Leave Mandate



Resource Access



Network Development

- Education and Training
- Business and Economic Dev't Partner Agency Intro/Referrals
- Free and Confidential Expert Consultations



Leadership Development



Economic Development

- B2B Networking Programs
- Warm Referrals
- EXPO and Trade Show



Advertising & Marketing



Springfield Promotions

- Workforce: Natural Resources CTE
- Lead Convener of Primaries
- 24 Partner Agencies
- Biz Dev't Week Fall 2017



Springfield Area Chamber of Commerce

Springfield-Chamber.org

541.746.1651





ROUNDTABLE TWO BUSINESS-TO-BUSINESS DISCUSSIONS





ROUNDTABLE QUESTIONS

- What are you buying from outside of the region and why?
- What percentage of your products or services does your firm purchase from outside of the region?
- How do you find new customers?
- How are you marketing your product(s)? Would you like assistance marketing your product(s)?
- What can we do to help manufacturers buy and sell more in this region?
- How can we help you sell market more of your capabilities or products?
- Describe any of your supply chain challenges (transportation, aging infrastructure, technology advances)

RESOURCES FOR MANUFACTURERS

Alexa Byers

Global Trade Specialist



Programs & Services for Oregon Supply-chain Manufacturers

PNDC Supply Chain Conference – Springfield, OR
Feb 2, 2017

By Alexa G. Byers, CGBP
Global Trade Specialist
Business Oregon



Business Oregon — What we do

- Business Retention
- Expansion
- Recruitment



Business Oregon

Areas of expertise:

- 1) Providing Access to Capital;
- 2) Encouraging Global Trade;
- 3) Financing Infrastructure projects;
- 4) Fostering Innovation and Entrepreneurship; and
- 5) Building a stronger workforce.

Oregon Manufacturing Innovation Center (OMIC)– Scappoose, OR

Applied research areas:

- Additive Processes • Subtractive Processes • Hard Metal Manufacturing • Automation and Optimization • Advanced Joining (welding)
- Material Efficiencies • Advanced Alloy Development • Next-Generation Machining Tools • Structural Testing • Large Integrated Structures
- Contact Bill Gerry: William.m.Gerry@boeing.com

Export Programs & Services

- Matching Funds Grants (Oregon lottery \$ and SBA \$) for Trade Shows and Trade Missions – up to \$10,000 per event
- Overseas Help in Japan, Europe & Saudi Arabia
- Export Financing – including supply chain
- Federal Partners include:
 - US Dept. of Commerce
 - Export Import Bank of USA
 - Small Business Administration (SBA)



Upcoming Export Events

April 2017

- * Aero 2017 – Germany – Aviation (Drone section)
- ASDA– Croatia – Sea Defense, Aerospace & Security

May 2017

- FabTech – Mexico - metals
- AUVSI – Texas (PNDC booth or solo)
- Automechanika – UAE – aftermarket auto

June 2017

- Paris Airshow – France – Aerospace

November 2017

- National RV Show – Nov 2017 – RV – trade only

Thank you!

Alexa G. Byers, CGBP

Global Trade Specialist

Advanced Manufacturing & Export Finance

Business Oregon

World Trade Center

Portland, OR

m. 503-475-1832

Alexa.Byers@Oregon.gov

www.oregon4biz.com

WWW.OREGON4BIZ.COM

Networking Break

What percentage of energy is saved by manufacturing plastic from recycled materials rather than manufacturing virgin plastic from fossil fuels?

A.30%

B.50%

C.70%

D.90%



Networking Break

What percentage of energy is saved by manufacturing plastic from recycled materials rather than manufacturing virgin plastic from fossil fuels?

~~A. 30%~~

~~B. 50%~~

C. 70%

~~D. 90%~~



Stephanie Quinn

Program Manager & Marketing Director



Becklin Holdings, Inc.

ECSCASE
protect

DESIGNED TO
PROTECT



Becklin Holdings, Inc.

ECSCASE
protect

About ECS

- ECS is a 3rd generation family owned business founded in 1954
- SBA Certified HubZone Small Business
- Military composite shipping cases were introduced in 1961
- Invented military rackmount cases in 1969
- 2 manufacturing plants in Southern Oregon
- Approx. 125 Employees
- Four distinct product lines:
 - Fiberglass Reinforced Polyester (FRP)
 - Thermo Stamped Composite (TSC)
 - Rotomolded Linear Low Density Polyethylene (RTM)
 - Vacuum Infusion Process (VIP)



TSC Product Line

Thermo-Stamped Composite (TSC) is a 40% long strand glass reinforcement in a polypropylene base.

- Transit Cases
- Rackmount Cases



Rotomold Product Line

Rotomolded cases are rotationally molded into a form and are made from Linear Low Density Polyethylene (LLDP)

- Transit Cases
- Weapons Cases
- Footlockers
- Inverted Cases



FRP Product Line

Fiberglass Reinforced Polyester (FRP) is made up of 65% long strand glass fibers in an isophthallic resin.

- Propellers
- Engines
- Weapons
- Large Rackmount
- Medical Equipment



VIP Product Line

VIP containers are made utilizing a vacuum bag resin infusion process.

- Unmanned Vehicles
- Fuel Pods
- Propellers
- Weapon



Outsources Items

- ❖ Rotomolded Products
- ❖ VIP Shells & Tooling
- ❖ Screws, Nuts & Bolts
- ❖ Weldments
- ❖ Latches & Handles
- ❖ Casters
- ❖ Hoist Rings
- ❖ Pouches
- ❖ Cushions
- ❖ Clamps
- ❖ Housings
- ❖ Epoxy's, Glues, Sealants
- ❖ Office Supplies



Ideal Suppliers

- Regional Proximity
- Certified Welders
- CNC Capabilities
- Fabrication and Assembly
- Flexibility
- Creativity
- Familiarity with DoD Work
- Familiarity with Aerospace Work & Tolerances
- MILSTD's
- FAR & TINA Compliant Proposals

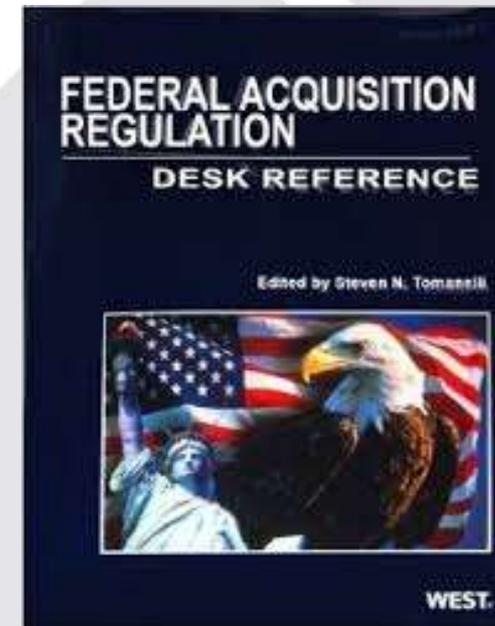


Standards and Certifications

- ✓ ISO 9000
- ✓ AS9001
- ✓ AWS D1.2
- ✓ FAR Contracting



American Welding Society



The Good...



The Bad...



The Ugly



RESOURCES FOR MANUFACTURERS

Anna Thames

Manufacturing Consultant





We Help
Oregon
Manufacturers
Thrive



Who Is OMEP?

- Not-for-profit agency established on 1996
- We exist to help Oregon manufacturers respond to the challenges of competing in an increasingly global economy.
- Private-Public partnership funded by federal, state, and client company funds.
- 19 total staff. 13 consulting professionals.



Mission: RESULTS

Clients Report Over **\$1 Billion** in Economic Impact

Strengthening Oregon One Manufacturer at a Time

Since 2003, our clients have seen...



15,005

Additional Jobs Created or Maintained



\$120 mm

Extra Cost Savings



\$950 mm

Increased or Retained Sales

What is the OMEP Way?

- Bend Solutions Around Client Demand
- Drip Irrigation Consulting
- Shoulder to Shoulder Approach
- Top Down/ Bottom Up Methodology
- Economic Centric and Mission Driven

OMEP Practice Areas



Operations

- Operational Performance
- Engineering Services**
- Quality Systems*
- Supply Chain
- Maintenance TPM



Business Systems

- Strategic Planning
- Business Model Innovation**
- Business Transition
- Executive Coaching
- ERP Selection**



Sales and Marketing

- TDMI/Tech scouting**
- Sales System Development*
- Market Strategy*
- Product Management
- Marketing Services**



New Product Development

- Lean Product Development
- Design*
- Prototyping*
- Market Research*
- Sourcing & Qualification*



Workforce Training

- Leadership
- Job Skills Training (SMART Talent)
- Team Building
- Recruitment*

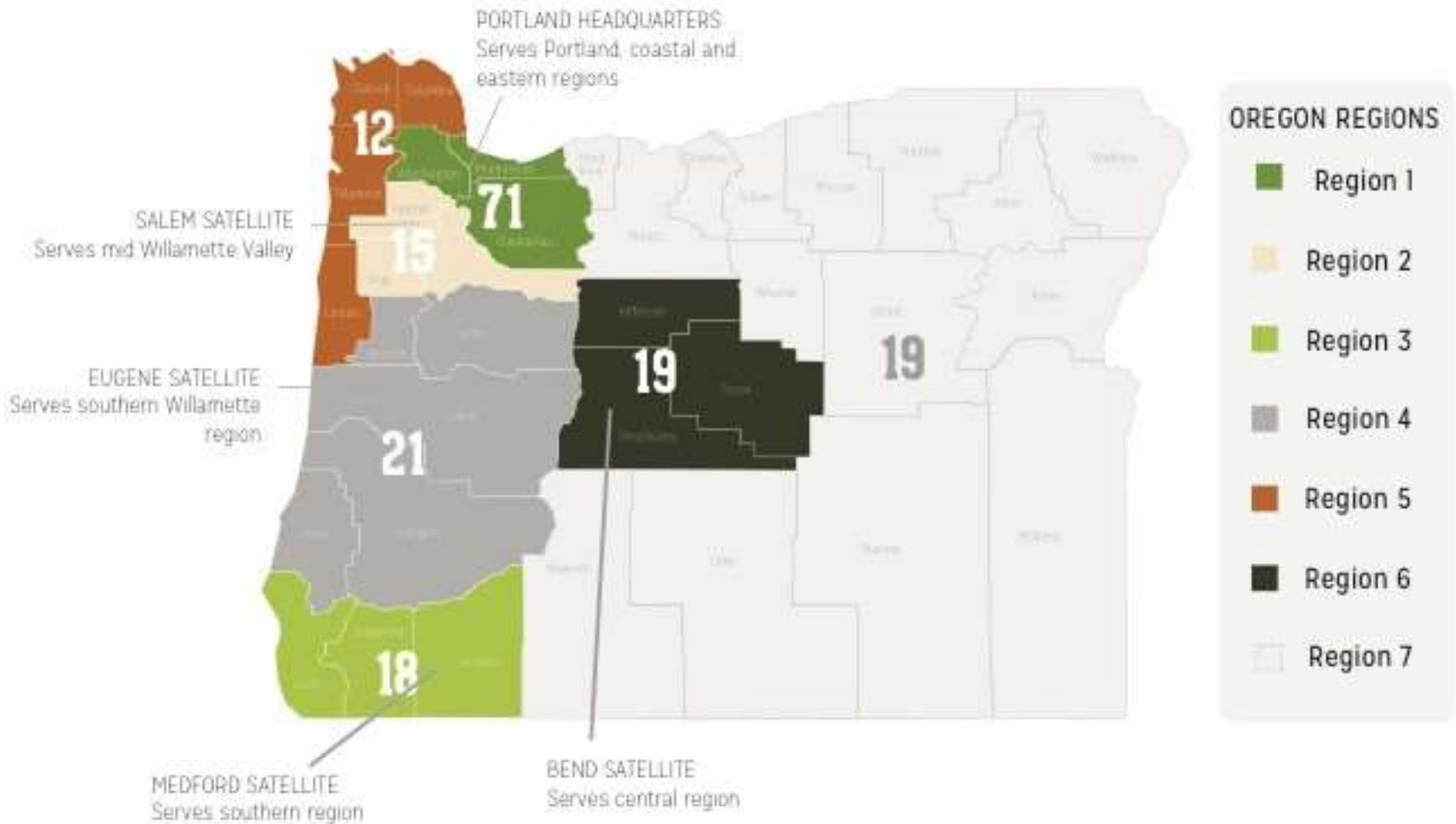
* = third party

** = OMEP or Third Party



Clients Throughout Oregon

Clients Served By Region



Thank You



www.omep.org

7650 SW Beveland Street Ste. 170
Portland, OR 97223

503.406.3770

RESOURCES FOR MANUFACTURERS

Dave Hunt

President & CEO

Pacific Northwest Defense Coalition



Superior Connections for NW Buyers and Suppliers

SUPPLY CHAIN OPPORTUNITIES FOR NW BUSINESSES



SUPERIOR CONNECTIONS FOR BUYERS AND SUPPLIERS

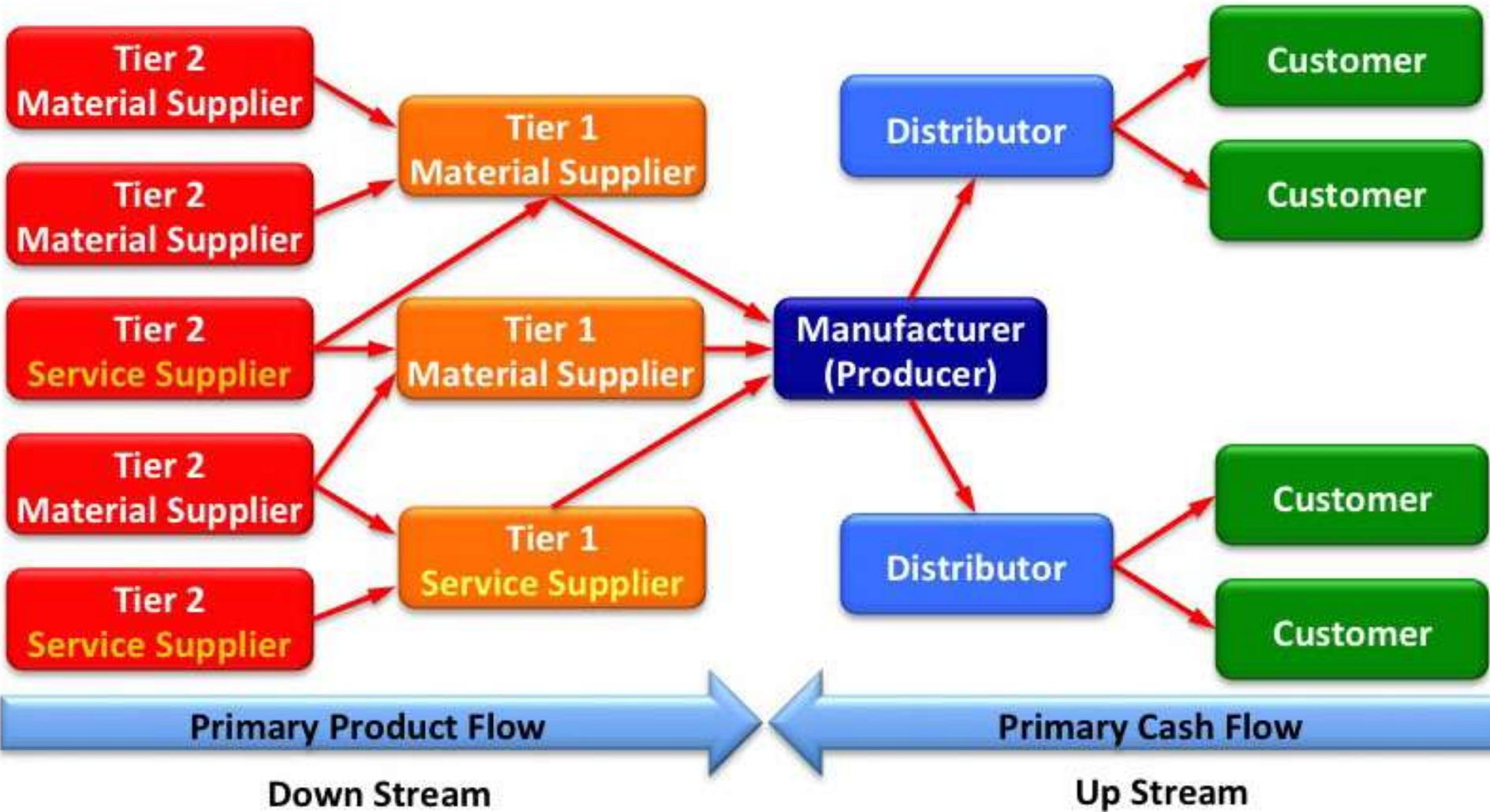


NWB2B

- Online buyer-supplier database for *Business-to-Business* interaction
- Locate detailed company information
 - *including specific capabilities, products, and services*
- Post and bid on Request for Quotes (RFQs)
- Useful for many industry clusters



www.NWB2B.com



Source: APICS, Supply Chain Management Fundamentals, Version 2.2, 2011 Ed. pg. I-6



Businesses that Benefit

- Any traded-sector business
- Cuts across all industry & technology clusters
 - *at every level of the supply chain*
- Not intended for retail or hospitality industries
- For Northwest businesses only



What Does it Cost?

It is **FREE** to:

- Have a profile
- Update your profile at any time
- Search for suppliers and customers
- Download search results
- Post, respond to, and award RFQs
- Message other NWB2B users



Additional fee-based services include upgrading your profile to manage your RFQ payments to multiple suppliers.



Details Matter

Company Info

- *Location*
- *Personnel*
- *Annual Sales*
- *Year Founded*

Industry Codes

- *SIC*
- *NAICS*
- *NIGP*

Supplier

Approaches

- *Processes/Services*
- *Materials*
- *Equipment*

Capabilities

- *Unique Capabilities/Solutions*
- *Applied Technologies*
- *Special Materials*

Certifications

- *Government Contracting*
- *Quality/Industry*
- *Licenses*

Industry Sectors

- *Government Contracting*
- *Quality/Industry*
- *Licenses*







Join NWB2B *or* Update Your Profile Today

- Claim your profile
- Review and edit your NWB2B profile.
- Search for suppliers and send RFQs
- Contact PNDC staff with any questions or difficulties:

888-701-7632 or info@nwb2b.com



Do more business with other
Northwest businesses!



ROUNDTABLE THREE BUSINESS-TO-BUSINESS DISCUSSIONS





ROUNDTABLE QUESTIONS

- What are you buying from outside of the region and why?
- What percentage of your products or services does your firm purchase from outside of the region?
- How do you find new customers?
- How are you marketing your product(s)? Would you like assistance marketing your product(s)?
- What can we do to help manufacturers buy and sell more in this region?
- How can we help you sell market more of your capabilities or products?
- Describe any of your supply chain challenges (transportation, aging infrastructure, technology advances)

RESOURCES FOR MANUFACTURERS

Dee Edwards

Program Manager



An Introduction to GCAP



GCAP – Who we are?

- ▶ Government Contract Assistance Program
 - ▶ WWW.GCAP.ORG
 - ▶ First Oregon Office – 1986
 - ▶ Coos Bay at the Port of Coos Bay
 - ▶ Over 30 years of service to Oregon businesses
 - ▶ Counselors across the State to assist you
 - ▶ Includes Sub Recipient in Portland – PNDC





GCAP is Oregon's Procurement Technical Assistance Center

The Government Contract Assistance Program (GCAP) is part of a nationwide network of Procurement Technical Assistance Centers (PTAC) working to help small businesses compete successfully in the government marketplace.

GCAP's mission is to assist Oregon small businesses to succeed in obtaining Government Contracts, which stimulate the growth of Oregon's economy. For over 25 years GCAP has assisted Oregon small businesses in creating jobs, fostering economic diversity, and becoming successful government contractors.

GCAP services include:

- [Center for Verification and Evaluation \(CVE\) certified counseling](#)
- [One-on-One Counseling](#)
- [Registration Assistance \(Duns, SAM, DSBS, FBO\)](#)
- [Bid-matching Services](#)
- [GSA Schedules](#)
- [Assistance with SBA Certifications](#)
- [Training & Conferences](#)
- [Interpreting Solicitations](#)
- [Proposal Review](#)
- [Subcontracting Assistance](#)
- [Product and Procurement Histories](#)

How to get started

Step One: [Become a GCAP client](#)

GCAP provides technical assistance at no cost.

Step Two: Once you're a GCAP client we will contact you for your initial client assessment, usually within 24 hours of your submission.

Si necesita asistencia en Español, por favor de hacer una cita con nuestro oficina a 541-736-1088 OR 800-497-7551, Gracias.

Por favor, marque aquí para obtener nuestro folleto del GCAP.



GCAP provides government contracting technical assistance to Oregon small businesses

Annual Pacific Northwest Government Contracting Conference

February 16, 2017
Camp Withycombe, Clackamas, OR

Join us at the 12th annual Pacific Northwest Government Contracting Conference! Attendees will have a full day to network with seasoned government contracting professionals and receive training specifically tailored to businesses pursuing government contracts.

Please [click here](#) for more information.

SEARCH

Training

[Click Here to View Full-Size Calendar](#)

February						
2017						
S	M	T	W	T	F	S
29	30	31	1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	1	2	3	4

Success Stories

[Letter of Commendation for a Job Well Done](#)

[Subcontractor thanks GCAP](#)

[Thanks GCAP for assisting JLC Avionics to receive an award](#)

[Read more >>](#)

Sign up to receive our Newsletter

Email Address

GO

Privacy by SafeSubscribeSM
For Email Newsletters you can trust



GCAP Offices – Where we are

★ New in 2014: Bend and La Grande



GCAP – What we are...PTAC

- ▶ ***Want to sell to the government?***
- ▶ **Congress created the Procurement Technical Assistance Program (PTAP)** to help businesses seeking to compete successfully in federal, state and local government contracting



PTAC

- ▶ Funded through a cooperative cost sharing agreement
 - DOD's Defense Logistics Agency – DLA
 - Business Oregon
- ▶ Nation-wide network of assistance centers
 - <http://www.aptac-us.org>
 - <http://www.dla.mil/db/procurem.htm>
 - *“GCAP, which serves as a Procurement Technical assistance Center (PTAC), is funded in part through a cooperative agreement from the Department of Defense (DOD) through a program that is administered by the Defense Logistics Agency (DLA). The content of any written materials or verbal communications of the PTAC does not necessarily reflect the official views of our imply endorsement by DOD or DLA”*



GCAP - What we do

- ▶ Assist you in Marketing to Government Agencies
 - Federal, State & Local
- ▶ Finding Opportunities
 - GCOM
 - Including ORPIN, FBO, FEDConnect, and more
- ▶ Electronic Invoicing
 - ▶ IPP, WAWF
- ▶ Client Newsletter
- ▶ Research Procurement History
- ▶ Technical Assistance
 - Registrations – Including SAM and DSBS, and more
- ▶ A range of expert services at little or no charge



GCAP GCOM

Government Contract Opportunities Match

- ▶ Daily Computer matching
 - ▶ GCOM
- ▶ www.fedbizopps.gov
- ▶ Simplified Acquisitions – under \$100,000
- ▶ International leads
- ▶ State and local/whole U.S.
- ▶ Prime Contractor leads



Training

85

2/3/2017



- ▶ Workshops, seminars and individual business training
 - ▶ Selling to the Government
 - ▶ The very basics
 - ▶ Marketing
 - ▶ Bid Preparation
 - ▶ GSA Multiple Award Schedule



Support Services

- ▶ Technical Assistance
 - ▶ Federal Acquisition Regulations – FAR
 - ▶ Government Database Registrations
 - ▶ Government Certifications – do you qualify?
 - ▶ HUBZone, 8(a), SDVOSB, WOSB, EDWOSB
 - ▶ State certifications: DBE, ESB, WBE, MBE
 - ▶ Bid packets, proposal
 - ▶ Contract Administration
 - ▶ Etc.

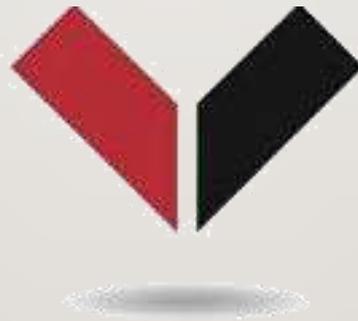


Questions?



Kevin Kuper

Supply Chain Leadership



VIGOR

- Kevin Kuper Owner
- Supply Chain Leadership for Vigor Companies
- 29 years of Supply Chain experience, Crowley Marine, B.P., Chevron, Alaska Communications Inc, Vigor, Zodiac, Trimet.

SCM Charter

Our SCM team will create a working environment will be characterized by teamwork, partnerships, process discipline, continuous improvement and, ownership and accountability to delivering measurable performance that earn the trust of our customers. (Harbor Island, Swan Island and Ketchikan)
(Clackamas and Vancouver come later)

Our Commitment

We are committed to performing as an innovative customer-oriented team, that strives to continuously improve Vigor's Global Supply Chain.

Commitments:

- Purchase Order issued within 3 hours of a completed requisition.
- Receiving of items into systems and put away within 24 hours after delivery
- \$x m in savings from Tools and Consumables
- VMI Implemented in the next 12 months
- Reduce number of Purchase orders issued by x%
- Support our internal business customers to lower our cost structure in production overhead by managing rental equipment, rolling stock
- Be accountable for service levels and performance through reporting monthly to the Supply Chain Steering Committee

What We Have Accomplished

- Restructured Org Chart and get the right people in the right place
- Set up Internal Stakeholder group meetings monthly
- VMI- Discovery, by product family what to prioritize and level of commitment
- RAIL- Rolling Action Item List started with a list we can prioritize our key initiatives and be accountable for our commitments
- KPI- Shared with teams to assure alignment
- Developed a charter
- Set a Savings goal for the team and measuring shared drive
- Developed the Purchasing Funnel to assure requestors are informed on each of the requests
- IDP- for current staffing to align positions with need

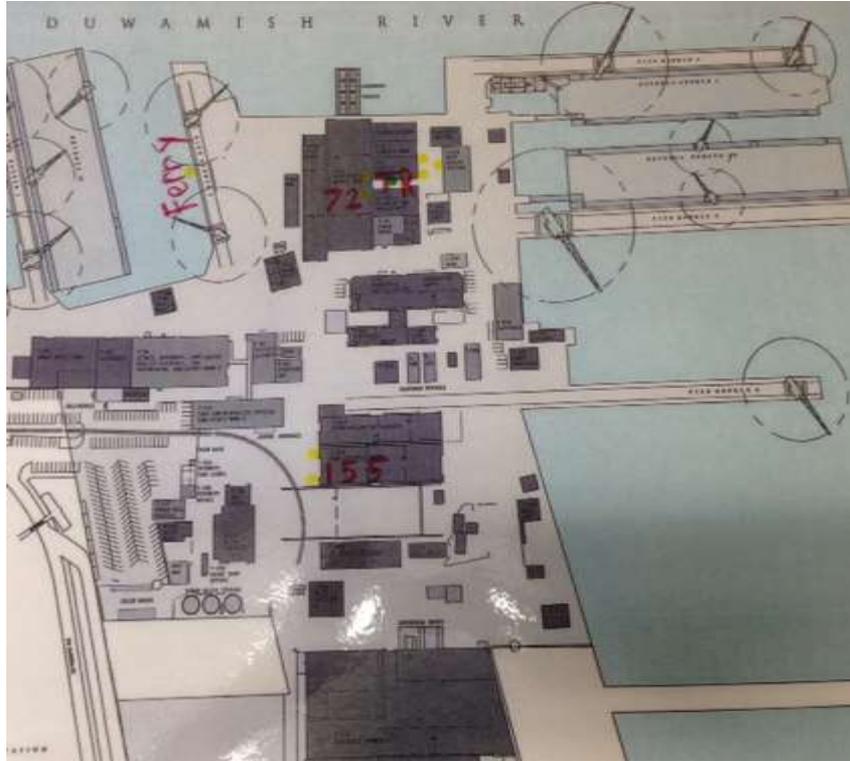
SCM Action Plan Next 30 Days

- RAIL- Priorities revisited, commitments and dates of completion for each priority 1 RACI
- VMI- Roll out plan
- Vending- Plan update with roll out schedule commitment
- KPI- Scorecard posted and presented to teams
- Purchasing Funnel- Roll out
- Tool Accountability- Proposals and design
- Purchasing office structure complete
- Grid Yard Layout
- Measurements for Receiving
- Rental equipment pricing and review

SCM Action Plan 60-90 Days

- Additional VMI's set up, Product Family
- Supplier Scorecards
- Pricing negotiation on "A" items (to be defined) to assure all locations are able to get best pricing
- Signage posted for Receiving, Purchasing
- Stop list of waste, processes we thought added value however no longer add value we will stop
- Tool Issues accountability

SCM– SCS/VMI VISUAL GUIDE



Seattle/Harbor Island

Map marking locations of North Coast Electric Fastener VMI as well as Mallory Safety Supply Vending Machines/Lockers



Portland/Swan Island

Map marking locations of Office Supplies Locker/Cabinet locations

EXPECTATIONS OF A DAYS WORK



Questions

- Questions
- Action Items



2569 Discovery Road,
Carlsbad, CA 92009
Phone: 907-632-3300
E-Mail: kuperconsulting@gmail.com
Web: kuperconsulting.org

Kevin Kuper

Owner Kuper Consulting

Supply Chain and Operations Optimization

907-632-3300

kuperconsulting@gmail.com



DOOR PRIZES!
PLEASE TURN IN YOUR EVALUATIONS





THANK YOU FOR ATTENDING THE SUPPLY CHAIN OPPORTUNITIES CONFERENCE SPRINGFIELD, OREGON

