



The ACA Group is an alliance of operations and supply chain experts.

Operational Performance Improvement Newsletter

Strategies for Improving Business Performance

June

2017

Send to a Colleague

Welcome

We are highlighting vendor managed inventory (VMI) this month - even though VMI is what could be considered an 'old' topic, it is also trending. As the Amazon Effect takes hold, it becomes more apparent that you must be ahead of the curve when it comes to providing a superior customer experience at better margins for you and your customer. VMI can provide some unique benefits. And, it is well worth your time to think about the pure power of logistics. Read on to learn more - and tell us your thoughts.

We also have several upcoming events. One of our alliance members, Lisa Anderson will be speaking at APICS San Fernando Valley on "Napolean's Stomach". Join us to learn more.

VMI - What Are the Benefits?

By Lisa Anderson, MBA, CSCP

Vendor managed inventory can have many benefits - both from a strategic perspective and a tactical one. We are seeing that it is gaining in popularity as manufacturers and distributors and retail locations see the value of collaborating with supply chain partners to drive dramatic benefit across the supply chain.



Several of the top benefits include the following:

1. Increased revenue - By partnering with customers

The ACA Group Partner Spotlight

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on VMI and customer collaboration programs, you become a trusted and value-added partner. As new business opportunities arise, we've found that those who offer VMI typically have an advantage. First, the customer knows they will have what they need, where they need it and when they need it to satisfy demand. Next, the customer knows it is easy to work with a VMI partner and so will prefer to expand capabilities with them. And, lastly, the customer is likely to recognize these preferred suppliers.

2. Responsiveness & agility - By collaborating up and down your supply chain, you build a greater agility and responsiveness into your supply chain. With a greater access to information and a quicker view of market changes, responsiveness will increase throughout.

[Read the rest of the article](#)

World Logistics Center & the Sheer Relevance of Logistics

By Lisa Anderson, MBA, CSCP

There is no doubt logistics is relevant in the U.S. and the Inland Empire. During a presentation by the visionary behind the World Logistics Center



in the Inland Empire, I heard several amazing statistics. One that stands out in my mind is the fact that the GDP of the 11 Western States

would be the 3rd largest economy in the world behind the U.S. and China, largely due to the impact of international trade.

Going hand-in-hand with the sheer relevance of logistics is the fact that we'd be hard pressed to find any product solely made in any specific country. For example, Apple has 776 global suppliers. In partnering with several Southern California manufacturers and distributors, the picture below is not uncommon in terms of sourcing requirements to produce a product. The bottom line is that logistics can have a powerful impact on the world economy and on your customer experience and profitability.

Ellen Kane, CPM

Focused on solving manufacturing and distribution problems in a practical, understandable way through well-defined systems and ERP.

Ellen Kane has over 20 years of experience in designing and implementing manufacturing and distribution systems (both computer and manual) to solve "real world" problems. She has held data processing and line management positions in several manufacturing companies.

[more](#)

Service Focus:

ERP

Improve Your Business Processes



The ACA Group system and process experts can help with:

- Defining system requirements and critical success factors
- Writing the Supplier RFP
- Coordinating the supplier demos
- Analysis and recommendation
- Supplier negotiations

[Learn more about our ERP](#)

The ACA Group:

Additional Resources

Access [The ACA Group](#) library of materials on [Enterprise Resource Planning](#), [Organizational Development](#), [Lean Enterprise](#) and [Supply Chain Management](#).

We also have countless articles on ERP. Grab a few tips on our [articles page](#).



UPCOMING EVENTS

CPIM: BSCM Basics of Supply Chain Management
Weekly Starting July 19, 2017

APICS-SFV Program: Napoleon's Stomach
July 13, 2017

APICS-IE Amazon Tour
July 21, 2017

APICS 2017
October 15-17, 2017
San Antonio, Texas

****SAVE THE DATE****

**APICS-IE Fall Executive Panel & Networking Symposium:
Trending Technologies for Manufacturing & Distribution Success**
Saturday, November 4, 2017
Corona, Calif.





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The ACA Group

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