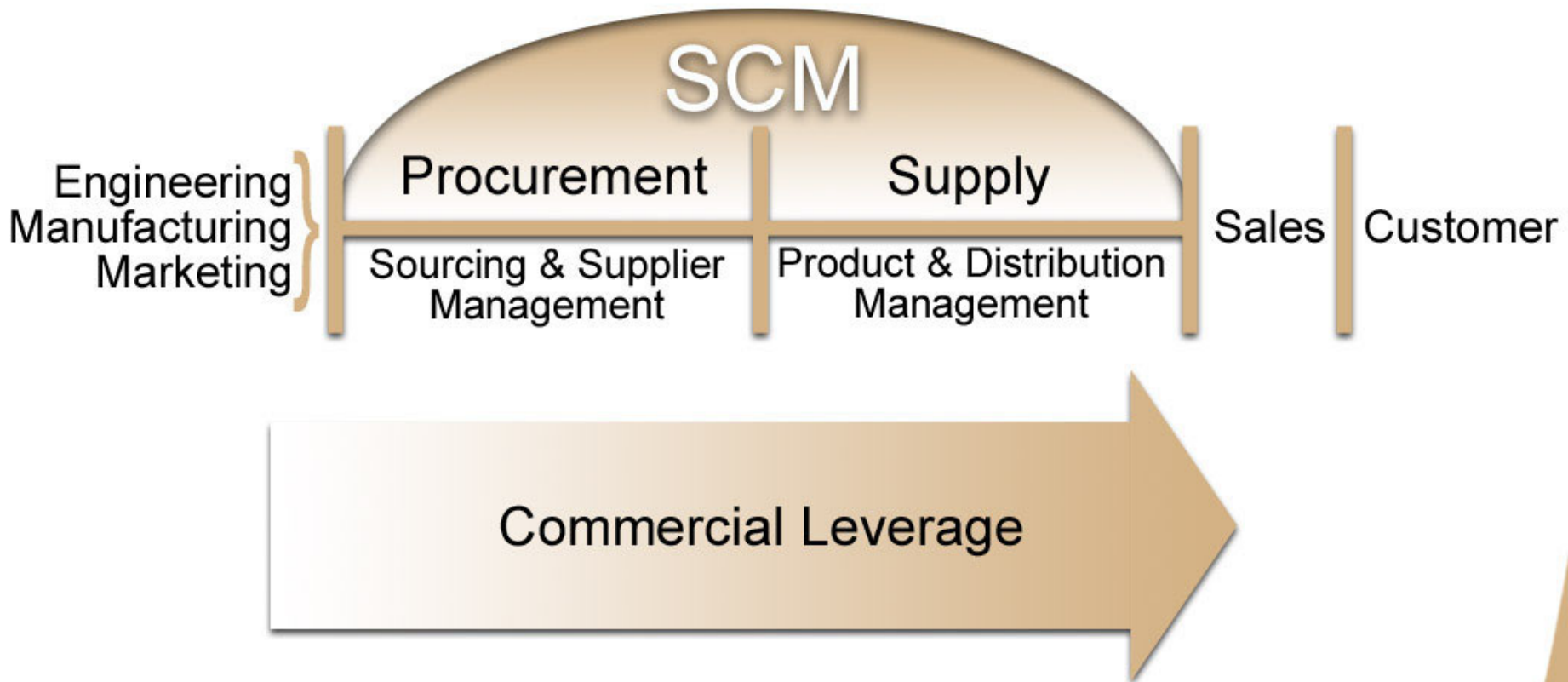




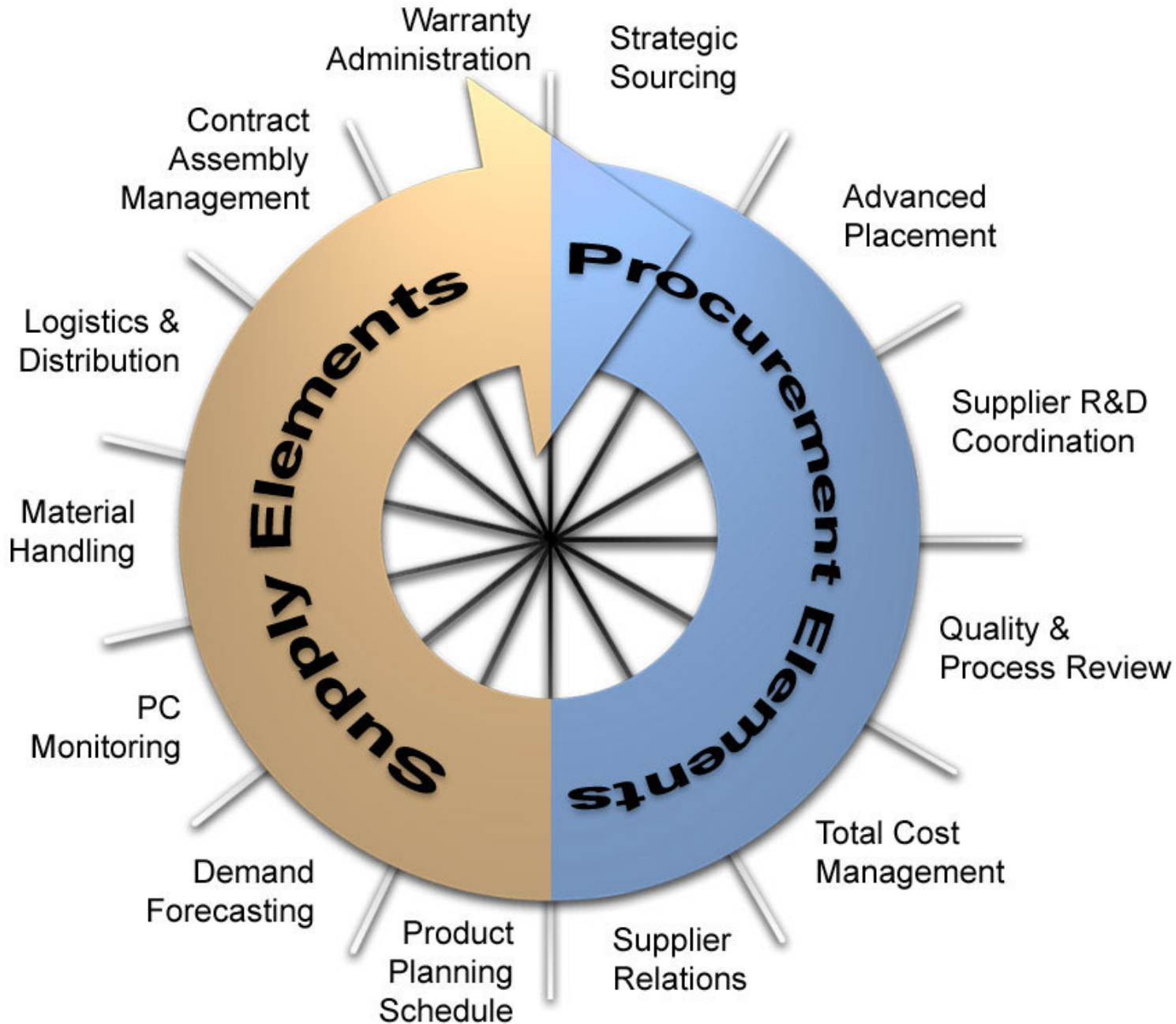
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**INTERNATIONAL**



# SCM Leverage Continuum

SCM



# Elements of Procurement Management

- Strategic Sourcing and Commodity Planning
- Advance Placement
- Supplier R & D Coordination
- Quality and Process Reviews
- Total Cost Management
- Supplier Relations Management
- Transactional Details Coordination

SCM



# Elements of Supply Chain Management

- Production Planning and Scheduling
- Demand Forecasting
- Production Control Monitoring
- Logistics and Distribution Management
- Material Handling
- Contract Assembly Management
- Warranty Administration
- Marketing and Sales Interface
- Transactional Detail Coordination

SCM



- Core/Non-Core Assessments
- Non Strategic Internal Functions
- Complete Engineering Projects
- Commodity Items
- Transactional Content
- e-Commerce Interface
- Bundled Services

## Collaborative Enterprise Services



- MVO – Master Vendor Operations
- Indirect Material Procurement
- Contract Assembly
- Service Parts Fulfillment and Maintenance
- Dealer Development and Monitoring
- Warranty Administration



- Trend To More Bundled Services
- Less Functional, More Integrated Orientation
- External – Supply Chain Alliances
- Internal – Joint Development Teams
- New Managerial Tasks and Approaches