

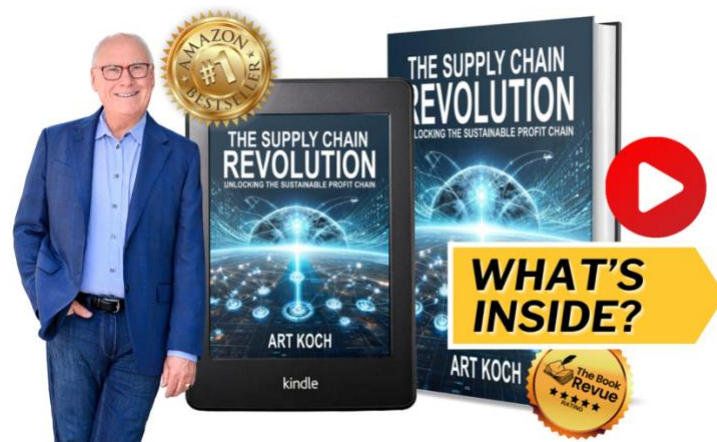
Art Koch's Profit Chain® Tips

The Supply Chain Revolution: Unlocking the Sustainable Profit Chain

Volume 5 | Number 6 | August 2024

Hello Everyone,

Continuing my 'What's Inside the Book' series - here I share what you'll find in *Chapter 2: Building Professionalism in Supply Chain Management*.



Click for Video

Building Professionalism in Supply Chain Management

The Critical Role of Supply Chain Management (SCM)

- Introduction to the significance of SCM in modern business environments.
- Highlight how SCM impacts 50 to 65 percent of the cost of goods sold, emphasizing its economic and operational importance.
- Too often, it is a mere footnote.

Professionalism in SCM: A Non-negotiable Requirement

- The parallel between learning to scuba dive and mastering SCM requires an unwavering commitment to foundational principles.
- The risks of neglecting SCM fundamentals, leading to operational setbacks and financial devastation.

Building SCM Professionalism to Drive Business Success

- Introduce the concept of treating SCM as a professional discipline, akin to Certified Public Accountants (CPA) or Professional Engineers (PEng).
- Would you take a scuba diving course from a non-professional?

- Would you have a non-certified mechanic to fix your Lexus, Mercedes-Benz, or Porsche? No!

Dive Master Briefing - Case Study Highlight: Real-world Impact of Professional SCM

- “Anyone” can cut a purchase order.
- EBITDA increase of \$18.5 MM and valuation increase of \$150 MM

Art’s Deep Dive - Call to Action: Elevate Your SCM to Achieve Excellence

- Is SCM treated as a profession in your business?
- Does SCM have the necessary face time with executive management.?
- Is the ROI for developing skills and professionalism for SCM understood?
- Is there an understanding that professionalism and training are needed to bridge the gap between textbooks and real-world applications in SCM?

If you want to discuss this topic further and how it might impact your business, schedule a 30-minute call with Art here. [30-Minutes with Art](#)
info@arthurkochmgt.com

Carpe Diem,

Art Koch



Find out more about “The Supply Chain Revolution” [here](#).

amazon
Get your copy on [Amazon](#).

Art Koch's Profit Chain®

Create dramatic improvements to inventory velocity, customer service, and corporate profits.

If you have any questions or concerns about your operations and supply chain business strategy, please contact me by [e-mail](#) or at +1 (336) 260-9441.

- White Papers | [Art Koch's Profit Chain® White Papers](#)
- Supply Chain Tips sign-up | [Art Koch's Profit Chain® Tips](#)

Self-Ranking - Pick one of the four questions below and fill in your comments relating to the current month's newsletter in the space provided.

1. Don't think this applies to your business or enterprise? (Write three to four reasons why it might not.)
2. A new idea and strategy; we need to work toward it. (Brainstorm the first steps.)
3. We can do better. We just need to modify our strategy, and now we are moving in the right direction. (What are the next steps to ensure success?)
4. Our team gets the time to keep their minds fresh, and we plan to live our dreams. (Comment on how you're ready.)



- _____
- _____
- _____
- _____

Thanks in advance for your time and for being a loyal client. Looking forward to helping you and your team again soon.

Carpe diem,

Art Koch
Arthur Koch Management Consulting, LLC

info@arthurkochmgt.com

+1 (336) 260-9441



Don't be afraid to call with any questions or comments.

Entropy Busters®

Stop letting the process manage you! Become the champion of your game plan and achieve sustainable profits.

The Inventory Doctor®

Assessing the health of enterprise inventory and procurement practices.

Inventory Is Evil!™

in·ven·to·ry / 'in-vən-,tôr-ē / noun

Inventory is the term for the goods available for sale and raw materials used to produce goods available for sale.

in·ven·to·ry is evil! / 'in-vən-,tôr-ē is 'ē-vəl / phrase

"Left unchecked inventory has many negative unintended consequences to profitability. It hides problems; therefore, it delays fixing problems!"

Transforming Problem Chains into Profit Chains™

Sign up for our monthly newsletter

Art Koch's Profit Chain®, *Entropy Busters®*, and *The Inventory Doctor®* are the registered trademarks of Arthur Koch Management Consulting, LLC.

Turning Operational Problems into ProfitsSM and *Unlock the Art of ChangeSM* are pending trademarks of Arthur Koch Management Consulting, LLC

© 2024 Arthur Koch Management Consulting, LLC, all rights reserved.



Arthur Koch
Management Consulting, LLC