

Five Proven Methodologies to improve your Supply Chain

Do you struggle with poor or unpredictable customer service, profits, and valuation? Has sales and marketing grown tired of hearing excuses for late customer orders? Is finance hounding you for better cash flow? Are the Board of Directors frustrated with unpredictable profit projections and underperforming corporate valuation?

The Supply Chain Revolution can help. It's packed with methodologies to improve business performance. Below are five critical themes within the methodologies outlined that will improve profits (EBITDA), customer service, and corporate valuation.

Increase Inventory Velocity: Leveraging proven methodologies, such as the Just-In-Time and Pull Process, to reduce inventory levels while maintaining and improving the predictability at which inventory moves through the supply chain to enhance profit margins. Inventory hides problems. Hidden problems delay problem resolution. Delays in fixing problems diminish profits.

Enhance Customer Loyalty: By improving inventory management and streamlining supply chain processes, businesses can provide more predictable and reliable service, improving customer satisfaction and loyalty. Higher customer retention translates into better financial performance.

Optimize Total Cost of Ownership (TCO): Focusing on the total cost of ownership in supply chain management, not only purchase price—will reveal hidden costs and savings opportunities. Managing TCO successfully will enhance overall profitability and valuation.

Leverage Supply Chain as a Competitive Advantage: By developing a professional and competent supply chain team and investing in their continuous improvement, companies can turn their supply chain operations from a cost-center mindset into a powerful tool for strategic advantage, driving better operational and financial outcomes.

Focus on Professional Development and Team Engagement: Investing in training and professional development for supply chain staff improves individual performance and boosts team morale and competency. This strategic focus ensures that the organization can better manage its supply chain, adapt to changes, and innovate, thus driving improved profitability, customer service, and business valuation.

Art Koch is a globally recognized supply chain transformation expert and consultant with over three decades of transforming business performance at mid-market and Fortune 500 companies. He's increased corporate valuations by over a billion dollars, utilizing his proprietary methodologies to improve customer loyalty, reduce inventory by over \$250 million, and increase EBITDA by \$100 million-plus annually. His new book is *[The Supply Chain Revolution: Unlocking the Sustainable Profit Chain](#)*. Learn more at arthurkochmgt.com

