

FROM PRACTICES TO PROFIT

The NAED's From Practices to Profit project, which is aimed at providing insights from external consultants and tools for self-assessment is broken into four parts:



EDUCATION &
RESEARCH FOUNDATION

1 THE EXECUTIVE SUMMARY

- Describes the findings and feedback from the SCV team's research
- Describes the team's overall take on best and poor practices observed in our research
- Describes the SCV team's insight on the industry

2 THE BEST PRACTICES GUIDE

(2 hours to review)

- Describes what the self-assessment tools are
- Describes the self-assessment tools
- Discusses what we mean by 'best practices' and measures of maturity
- Gives a scorecard summary to fill out post-assessment

3 THE WAREHOUSE ASSESSMENT PAGES 1-27

(6-8 hours to complete)

- Is an assessment for warehousing operations
- Provides a walkthrough of warehouse/logistics operations

4 THE BUSINESS ASSESSMENT PAGES 27-32

(4 hours to complete)

- Is an assessment for business and financial operations
- Provides assessment space for business operations, such as P&L reviews, marketing, sales strategy, etc.

FINDINGS & BENEFITS

There are many benefits to self-assessment, including warehouse improvement, cost savings, process upgrades, improved profit potential, building competitive advantage, and development of new business ideas. The benefits depend on the firm, but all lead to improvement and business sustainability!

WHY USE SELF-ASSESSMENT TOOLS?

Self-assessment provides **ownership, cost-effective insight, and great value** to firms that choose to adopt the tools. Compared to the cost of a consultant- which can range from \$50K-\$250K depending on the business size- the value is incredible.

- A self-assessment puts the power in your hands
- Revisiting the foundations of your operations, business model and profitability establishes strengths and vulnerabilities
- Benchmarks are the tools for building sustainable growth despite the shifting tides in the marketplace

WHO SHOULD USE THESE TOOLS?

Supply chain managers are often the key point in any firm with insight into both operations and strategy. These are the ideal individual to complete both portions of the assessment. In the absence of a SC manager, it is recommended that a mid-level manager in a position to unbiasedly read and evaluate each element of the firm complete the assessment.

It is vital that executive management ensure that the evaluator completes the self-assessment without bias. Ensuring that the tool is designed for process and business improvement rather than employee evaluation is critical!

WHEN SHOULD I USE THE TOOL?

SCV recommends completing the assessment tool in its entirety for best value. However, if time is an issue, relevant sections of the assessment can be completed. Some example challenges and assessment uses are below.

CHALLENGE	WAREHOUSE ASSESSMENT	BUSINESS ASSESSMENT
Shipments are late	●	
Pick time is too long	●	
Sales cycle is unpredictable		●
Profit margin is falling	●	●
Competitors taking market share		●

SCV 
SUPPLY CHAIN VISIONS

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