

**Discover the most  
common Supply Chain**

# **‘33 Sins’**

**across 11 core areas and  
most importantly how to  
avoid them or fix them!**

*What might take a massive effort in terms of sales growth,  
can be more achievable and sustainable to a business  
with supply chain improvement!*

**\$99.99**



HOME OF SUPPLY CHAIN &  
PROCUREMENT MANAGERS IN AFRICA

**KISM  
CPD  
POINTS  
AWARDED**

**OPEN  
PROGRAM**

**email [programs@hop-global.com](mailto:programs@hop-global.com) | [www.hop-global.com](http://www.hop-global.com)**

### **Supply Chain Strategy**

- The Easy One (1) page strategy process
- The key essentials to include
- Using it to drive improvement

### **Performance Measurement**

- Why you need to Benchmark & Procurement intelligence and how to do it
- Structuring KPIs
- Using KPIs to drive Lasting Improvement

### **Supplier Management**

- What to measure and why
- Why all suppliers are not equal
- Important KPIs to manage suppliers & methodologies of supplier management

### **The Cost and Service Balance**

- Identifying profit/value leakage
- Short cuts to improved profits
- Where the hidden money is!

### **Inventory Management**

- What is SLOB stock and why it's bad
- Skunk stock, what is it and how to avoid it.
- Common mistakes in managing inventory & working capital

### **Sales and Operations Planning**

- What is it and do you need it
- Common mistakes in S&OP
- Approaches to S&OP

### **Warehouse Management**

- Key aspects of warehouse management
- What is a WMS and do you need one

### **Distribution Networks**

- Where most costs 'blow out'
- Why service performance can drop
- Easy fixes

**An exciting event that will be of value to two groups of people! You'll see why....**

#### **Senior Executives who:**

- Know little about Supply Chain,
  - But need to know what's possible, and
  - The difficult questions they need to ask,
  - To deliver improved business cost and service performance!
- The morning sessions are designed for you!

#### **Senior Executives and Functional Managers who need to know:**

- 'What Good Looks Like'
- How to improve functional performance
- The top areas to target
- What to tackle first

The afternoon allows more detail, discussion and Q&A in smaller 'Round Table' groups.

### **The Morning Session – For Senior Executives particularly.**

During the morning sessions we'll focus on the higher level and more strategic aspects of Supply Chain management, with a focus on reducing costs and boosting service performance.

Even if you know little about Supply Chain you'll get this! Big Time. You'll understand the 'big ticket' items in your Supply Chain that cause the greatest cost and service failures and more importantly how to identify them and fix them.

You'll know exactly the right 'awkward' questions to ask when you get back to work...

Your ticket is for the whole day, so feel free to stay after lunch too.

### **The Afternoon Session – More Details on Specific Functional Areas**

We'll be looking at the major 'Sins' that take place with Warehousing,

Transport, Inventory Management, Distribution Networks and more...

Drilling down into more detail of the morning session, subject matter experts will share their tips in a round table discussion format, so that you leave with a 'hit list' of improvement opportunities.

Of course, you are more than welcome at the morning session too.

### **Why Do We Hold Events Like This?**

With our knowledge partners Kabarak University, SCBSOA, FURSA, HOP Academy we have been running Seminars and Training Events since our formation.

Whilst our main business is Management Consulting, Best Practice Development, Outsourcing, Project Management knowledge sharing is a central pillar of our core values within DPG and our associate organizations. Our whole team enjoys the interaction and passing on tips and insights to the broader industry.

It's a great chance for us connect with others in our industry and we genuinely enjoy providing a learning and networking opportunity for everyone who attends. If you have been to one of our events, you'll know what we mean.

### **IMPACT OF THE SUPPLY CHAIN PROFESSION**

The supply chain management profession makes a significant contribution to East Africa's economy and provides a critical competitive advantage for all enterprises for local, regional and global business bidding and determines of our countries' and regions' global attractiveness to global buyers and investors. Our latest survey reveals that DPG members control more than \$30+ billion in annual spend. The standard of living we all enjoy through timely, cost-effective access to a range of innovative, high-quality goods and services is directly linked to the professional practice of supply chain management. The profession favorably influences the social and economic success of not only Africans, but citizens worldwide.

Probably the most critical success factor(s) and core consideration for public and private sector corporations, INGOs and mega projects is getting the Local Communities, Companies, Youth, Women, People with Disabilities and SMMEs to participate in the value chain of their businesses and projects as much as possible.

Developing Local Communities, Youth, Women, People with Disabilities and SMMEs to have as many capable suppliers to participate in the corporations local and global value chains/projects as well as having the technical, business management knowledge and funding capacity is key to ensuring competent, competitive, compliant, effective, efficient provision of goods, works and services needed by corporations and timely delivery of projects.

**Full Day Event; Program Cost is \$99.99 with 50% going to the Charity of Your Choice to be decided on the day.**

**This event will be going around the least the major cities and counties in Kenya. KISM CPD Points Awarded**

**Limited Space; to register kindly visit [www.hop-global.com/news](http://www.hop-global.com/news) or email [programs@hop-global.com](mailto:programs@hop-global.com)**

### **ABOUT DISTINCT PROCUREMENT GROUP (DPG)**

The Distinct Procurement Group (DPG) is growing towards being Africa's largest grouping for supply chain management professionals and supply chain service providers. We are made of thousands of members, as well as the wider profession, working in roles that cover sourcing, procurement, logistics, operations, supply chain technology, inventory, project and contract management. DPG work includes but not limited to setting the standards for excellence and ethics, and aims to be the principal source of professional development and accreditation in supply chain management in Africa.



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