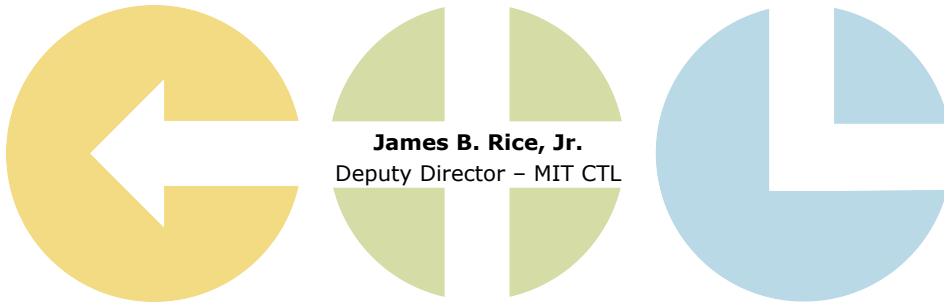




MIT Center for Transportation & Logistics

Supply Chain Management: Driving Strategic Advantage

MIT CTL Executive Education Course
January 19, 2016
MIT Building E51, Cambridge, MA



James B. Rice, Jr.
Deputy Director – MIT CTL

Overview

- Center for Transportation and Logistics (CTL)
 - School of Engineering – ESD
 - CTL Supply Chain Exchange: shippers, carriers, retailers and 3PLs

What is MIT CTL?

“Create supply chain innovation and drive it into practice.”

- \$10M Research Budget
- 15 Full-Time Researchers
- 20+ Active Research Projects
- 60+ Faculty & Researchers Across MIT

- 3-Tier Partnership Model
- 50 Member Companies
- Industry-Driven Workshops & Symposia

- Supply Chain Management Program
- PhD in Logistics
- Executive Education

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MIT GLOBAL SCALE NETWORK

Supply Chain And Logistics Excellence

New Center in Luxembourg

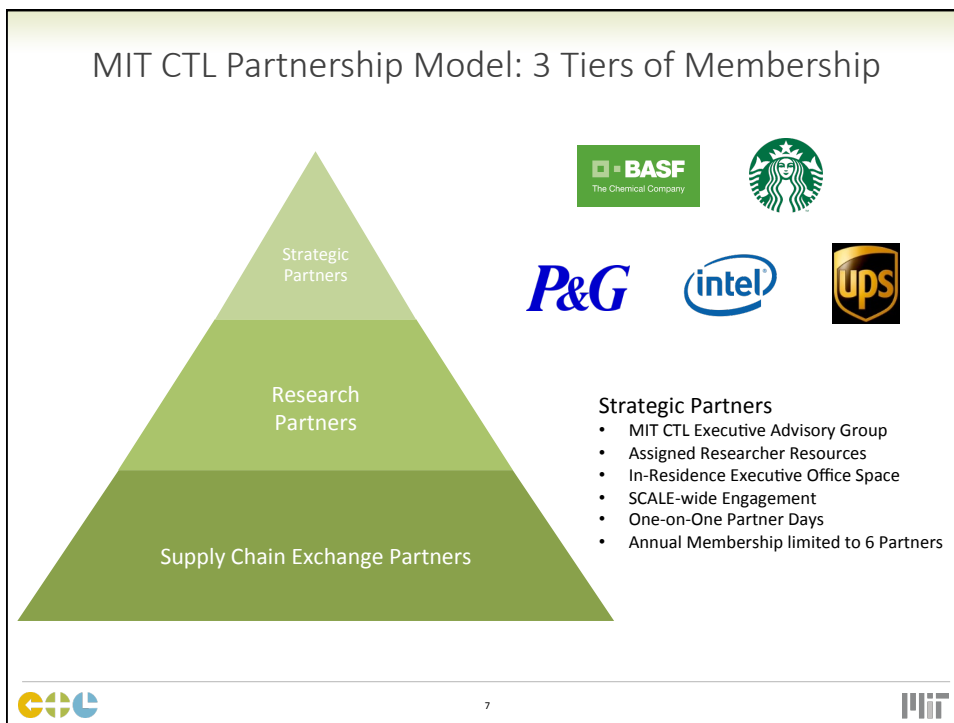
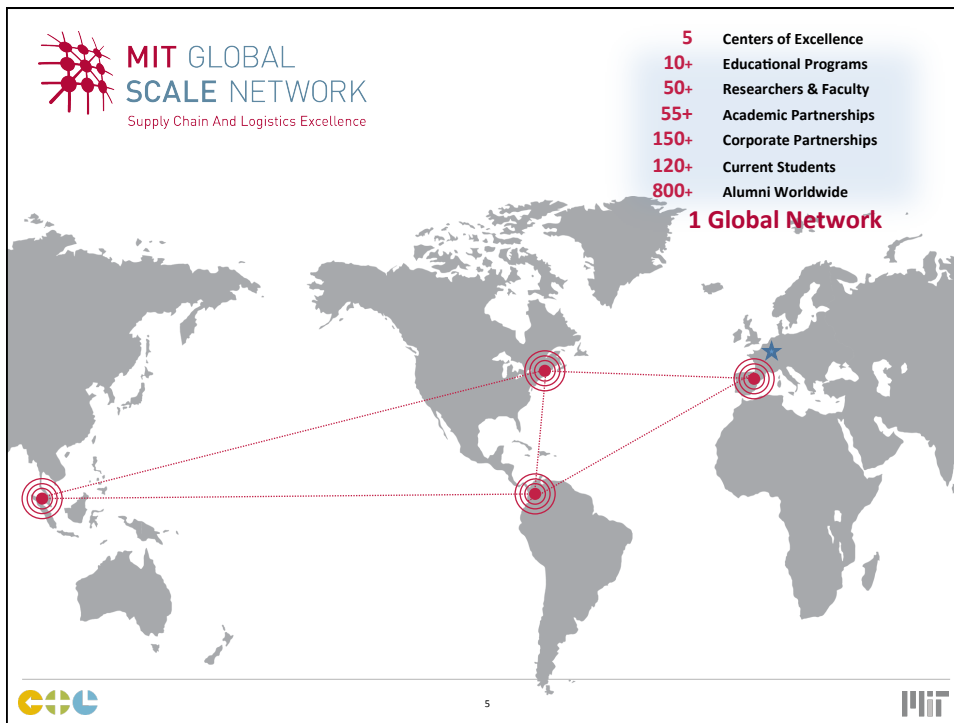
MALAYSIA INSTITUTE FOR SUPPLY CHAIN INNOVATION

MIT Center for Transportation & Logistics

CLI
CENTER FOR LATIN AMERICAN LOGISTICS INNOVATION

ZARAGOZA LOGISTICS CENTER

4





Overview

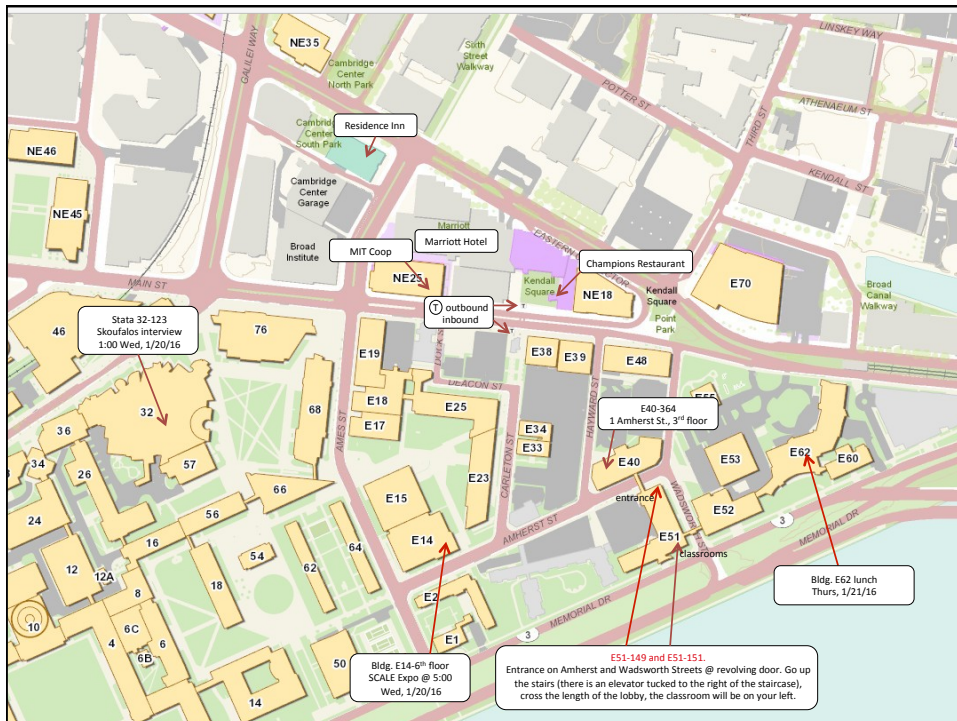
- Center for Transportation and Logistics (CTL)
 - Part of School of Engineering
 - CTL Supply Chain Exchange: shippers, carriers and 3PLs
- Structure
 - Two parts: Current Dynamics and Strategic Future
 - Daily mix of cases, interactive exercises, some lectures
- Course binder:
 - Online HBSP and course url
 - <http://ctl.mit.edu/jan2016>
 - Bios, copies of materials, some adds during the course
- Logistics
 - Turn off phones
 - Safety review

Introductions

- CTL Staff introductions
- Participant introductions: please introduce yourself
 - Your name
 - Company & location
 - Job title
 - Name 1 critical challenge/issue for your supply chain
- You have 20 seconds!

SC Management: Driving Strategic Advantage

- Tuesday:
 - Halloran Metals Case: Dr. Jonathan Byrnes
 - Beer Game: Dr. Roberto Perez-Franco
 - Beer Game Debrief: Jim Rice
 - Reception at Champions (Marriott)
- Wednesday:
 - Intro to SC Financial Accounting and Analysis: Jim Rice
 - Dakota Office Products Case: Jim Rice
 - Working Capital & Cash-to-Cash Conversion Cycle: Dr. Jarrod Goentzel
 - Interview with Yannis Skoufalos, P&G CSO
 - Working Capital Simulation: Jarrod Goentzel
 - Evaluating SC Initiatives: Jarrod Goentzel
 - ResearchExpo
- Thursday
 - Zara Fast Fashion Case: Jim Rice
 - Global Supply Chain Business Case Simulation: Jarrod Goentzel
 - Class Photo
 - Supply Chain Risk Management: Jim Rice
 - SCREAM Resilience Exercise: Dr. Chris Caplice
 - Reducing Risk and Sourcing Sustainability: Dr. Alexis Bateman
 - SCREAM Exercise Debrief
- Friday
 - Global SC Simulation Debrief: Jarrod Goentzel
 - The Power of Resilience: Prof. Yossi Sheffi
 - SC2020: Rethinking Your SC Strategy: Roberto Perez-Franco



Getting the most out of the course.....

- Read the cases in advance of class.
- Bring laptops and power supplies Wed & Thurs
- Build your network, get to know all the other participants and the instructors.
- Share experiences with othersbut
 - This session includes discussions among various stakeholders in global supply chains (e.g. shippers, carriers, forwarders, 3PLs). Our focus is on education, and we explore and understand how each of us can improve our overall global supply chains. Participants should not sell their services or discuss pricing, costing, rate, tariff or other confidential information here.