Latin America’s Bottleneck: Supply Chain @ Small Firms

MOTIVATION / BACKGROUND

- Micro and small firms are 99% of the businesses
- 1 out of 4 companies fail every year due to lack of supply chain expertise.

KEY QUESTION / HYPOTHESIS

What are the most important business and supply chain practices for improving small firms survival rate in Latin America?

The data evaluated suggests that the years of existence of small firms can oscillate from 1 to 80 years. However, approximately 40% of these businesses range from 1 to 7 years.

RELEVANT LITERATURE


METHODOLOGY

1. Existing Data Screening Analysis
2. Small Firms Interview & Deep Dive
3. Additional Data Collection & Resources Engagement
4. Case study in Aguascalientes

INITIAL RESULTS

- Successfully conducted workshop to small firms (70% company engagement)
- Visiting small firms in Aguascalientes, Mexico to understand small firms beyond the spreadsheet
- Interviews and deep dive
- Main challenges

EXPECTED RESULT

- Identified business and supply chain practices that small firms should develop to improve their survival rates
- A tailored case study for enterprises in Aguascalientes, Mexico

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