



Working with Smart Supply * - Course Agenda

Introductions, Course orientation

Inventory Management: Best Practices and Smart Supply

- a. Deciding which parts to stock vs. how many to stock
- b. Stocking based on repetitive demand – setting Stocking Parameter
- c. Lead Time definition
- d. Minimum Levels – stocking to cover demand through lead time
- e. Max Levels – Using demand and Value to set Max
- f. Conventional Inventory Metrics and Benchmarks
- g. Inventory Accuracy impact

Smart Supply Fundamentals

- a. How it works / Components of Smart Supply
 - i. Pick Class
 - ii. Value Class
 - iii. Frequency Class
 - iv. Demand Types & Seasonality
 - v. Target Fill
 - vi. Buffer Stock
 - vii. Noopy
- b. Retail Inventory Management: Lessons from other industries
- c. Synchron – Track record in R.I.M.

Policy Choices for Kubota Dealers

- a. Understanding Policy Parameters
- b. Confirming current Policy
- c. Simulating the Impact of Policy changes
- d. Filter Policies

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Working with Smart Supply * - Course Agenda continued

Daily Smart Supply Management

- a. Managing Inventory with Policies
- b. Reviewing and Confirming Orders
- c. Managing Demand Records
- d. Understanding and using Manual Overrides

Integrating Smart Supply with your DBS Workflow

- a. Overview of Smart Supply vs. average DBS
- b. Options for using both systems

Measuring Inventory Performance with Smart Supply (Metrics)

- a. Compliance / Breadth – what's expected and why
- b. Inventory Turns
- c. Fill Rate
- d. Aged Inventory

Smart Supply Tools and Reports

- a. Standard Dealer User Interface
- b. Classic User Interface
- c. Reports

Smart Supply Support and Assistance

- a. When to reach out to Kubota's Smart Supply Team
- b. Submitting a help request
- c. Other resources for Self Help

Course complete, Certificates awarded, Students dismissed.

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