

# Creating Mid-Continent World Class Supply Chains

***Transportation Go*** 

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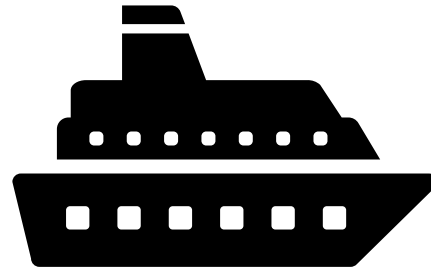
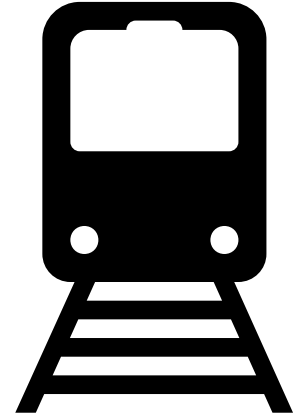
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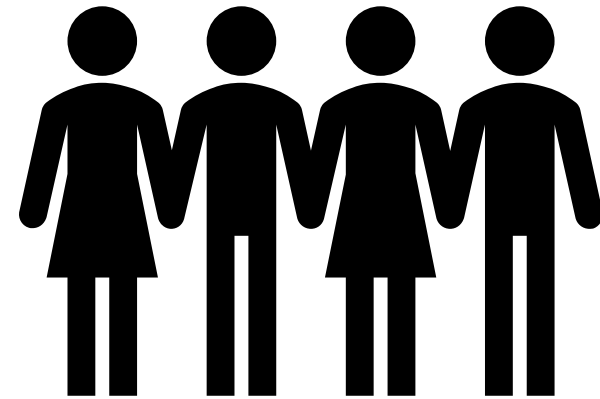
# World Class Supply Chain Partnerships

- *Are based on a mutual commitment* over an extended time to work together to the benefit of both parties, sharing relevant information and the risks and rewards of the relationship.



# Creating World Class Supply Chains

- ***A supply chain*** is a ***partnership*** of companies committed on working to achieve a shared vision of ultimate customer satisfaction.
- ***All participants*** from the firm's suppliers' suppliers to its customers' customers in the supply chain benefit.
- ***Successful supply chain management*** requires high levels of trust, cooperation, collaboration, and honest, accurate communications.



# Elements of World Class Supply Chain Partnerships

- ***With trust***, partners are more willing to work together and find a compromise to solve problems. Trust builds goodwill not necessarily harmony.
- ***The partnership's vision and objectives*** are not only clear but mutually agreeable.
- ***The partnership is an alliance*** between individuals as well as companies. Both parties must dedicate their time, best people, and resources to make the partnership succeed.
  - ***A partnership is like a marriage***, if only one party is happy, then the marriage is not likely to last. The alliance must be win-win.

# Elements of World Class Supply Chain Partnerships

- ***Partners enable information sharing & open lines of communication*** to support each other, adapt quickly to change and engage in continuous improvement. There needs to be formal and informal communications while maintaining confidentiality of sensitive information.
- ***Partners establish performance metrics*** that are mutually agreeable, understandable, easy to measure, and focused on real value-added results.
- ***Partners continuously improve*** their capabilities in meeting customer requirements of cost, quality, delivery, sustainability & technology.

- **All parties must work to create supply chains that are:**
  - **Reliable**
  - **Easy to use**
  - **Strategically focused on long term growth**
  - **Beneficial for all parties**
  - **Engaged in continuous improvement**
  - **Committed to delivering quality performance at the lowest total cost**



**Please unmute yourselves.**



**Be engaged, open,  
and creative.**