



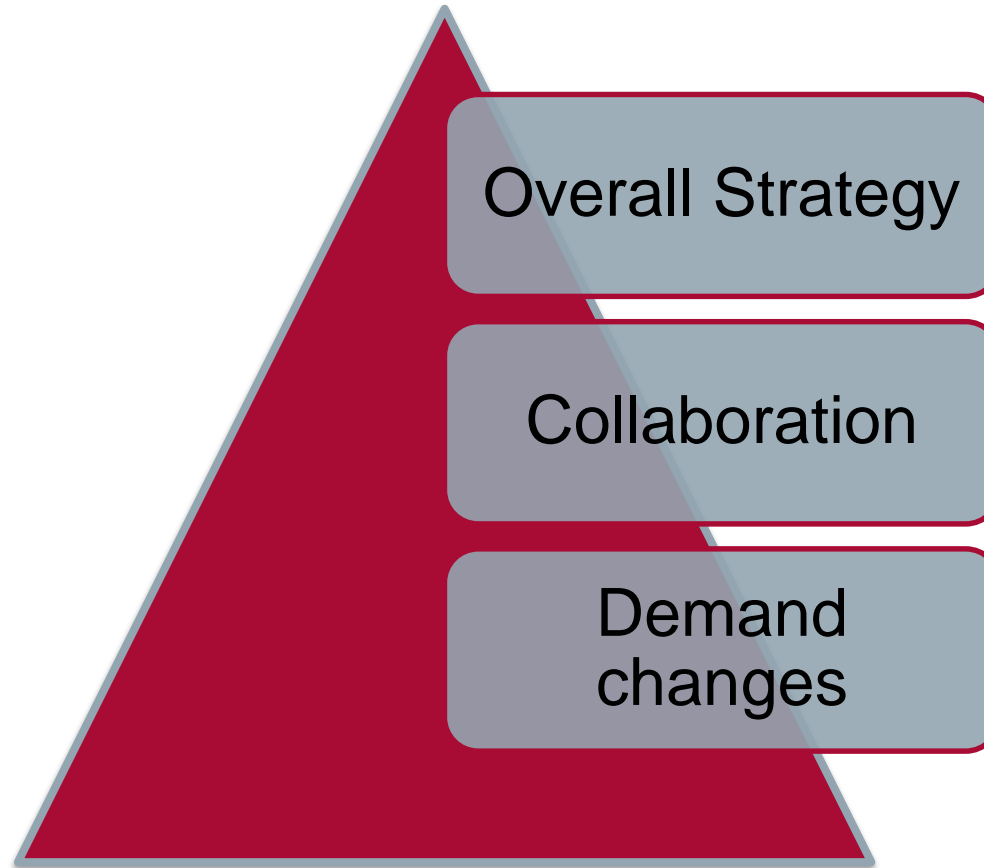
Supply Chain Contracting – Practical Tips

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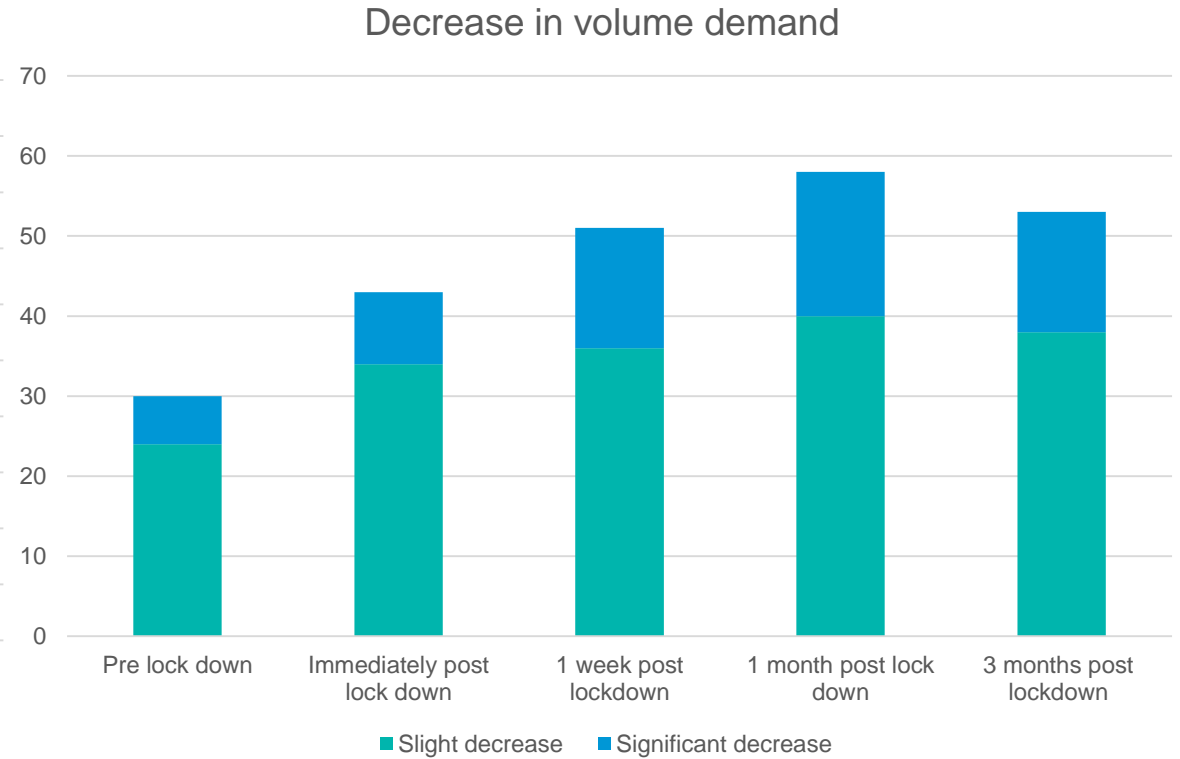
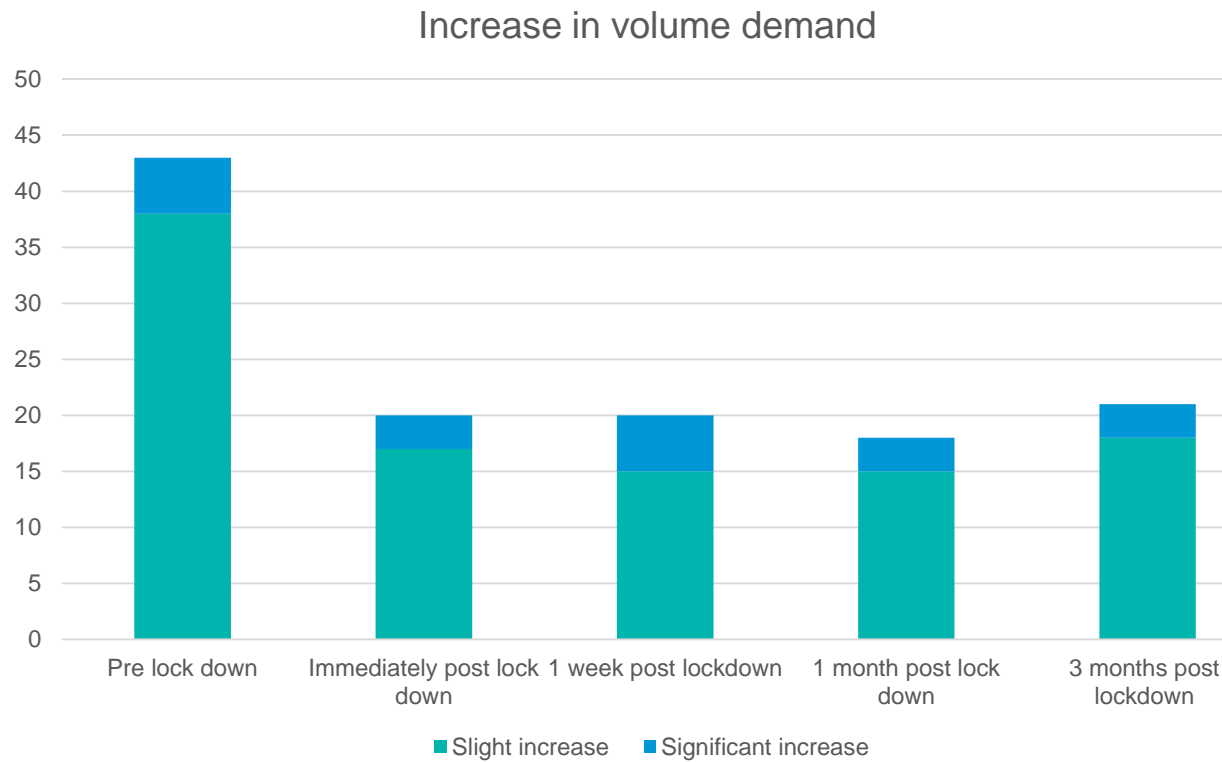


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Contracting toolkit for success



Issue: Changes in volume demand



Toolkit checklist – flexibility and governance

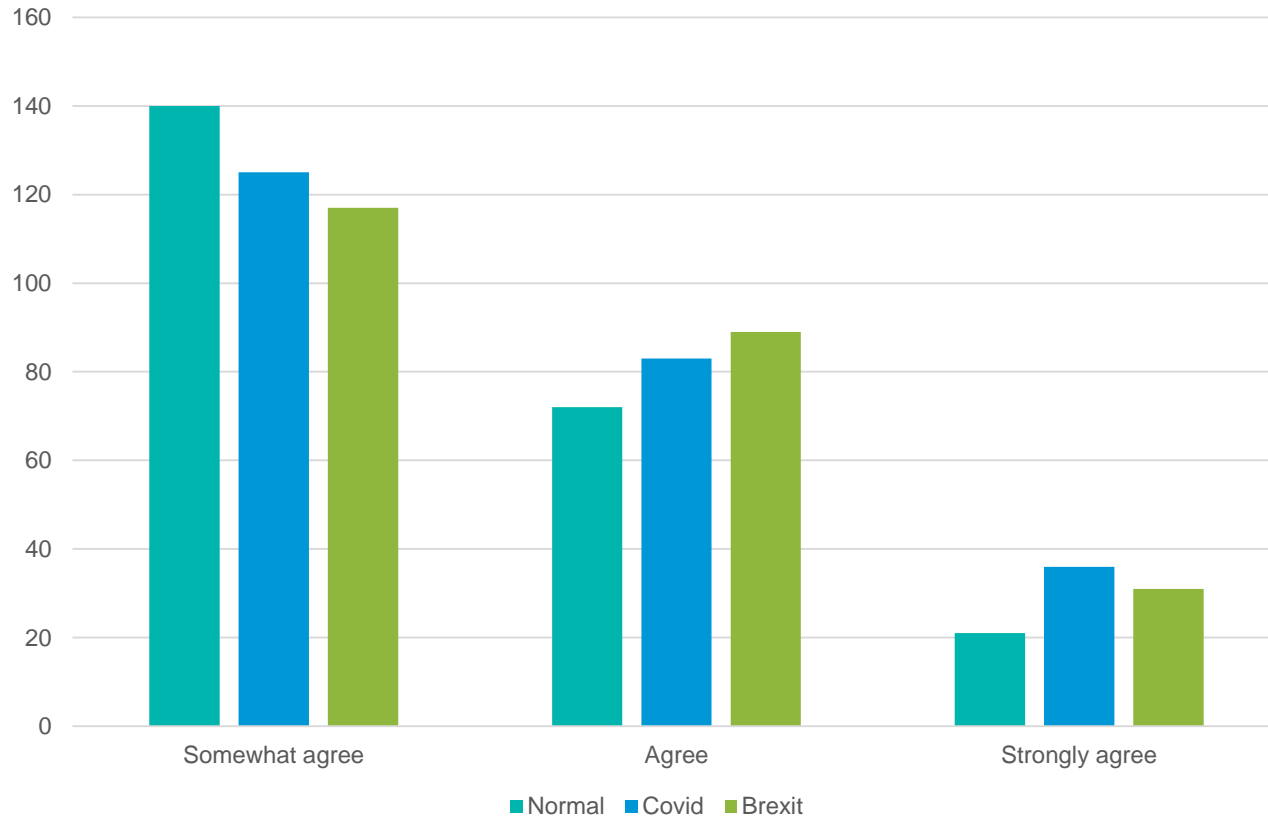


- Forecasting/binding orders
- Inventory management
- Governance process
- Flex within tolerance
- Multi-supply model
- Transparency and real-time data



Issue: Effectiveness of collaboration

Collaboration

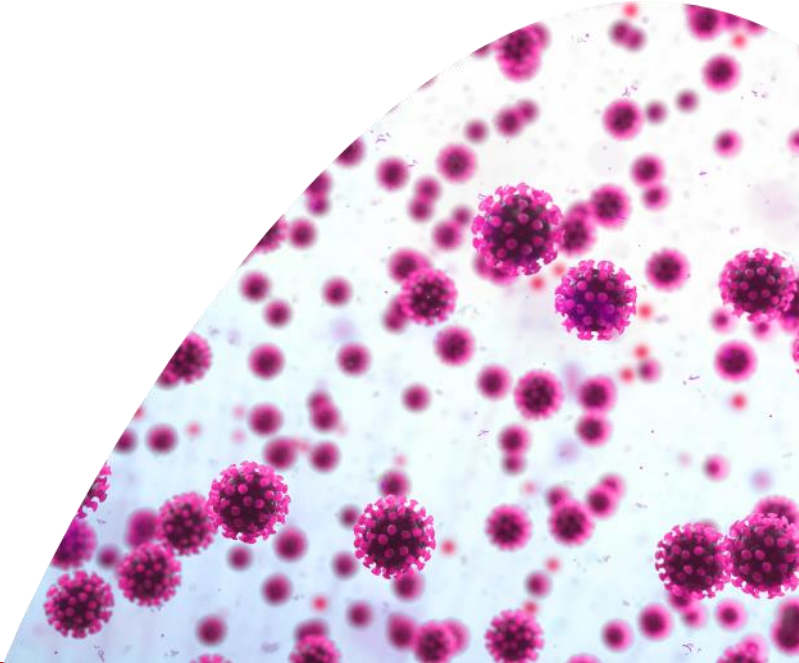
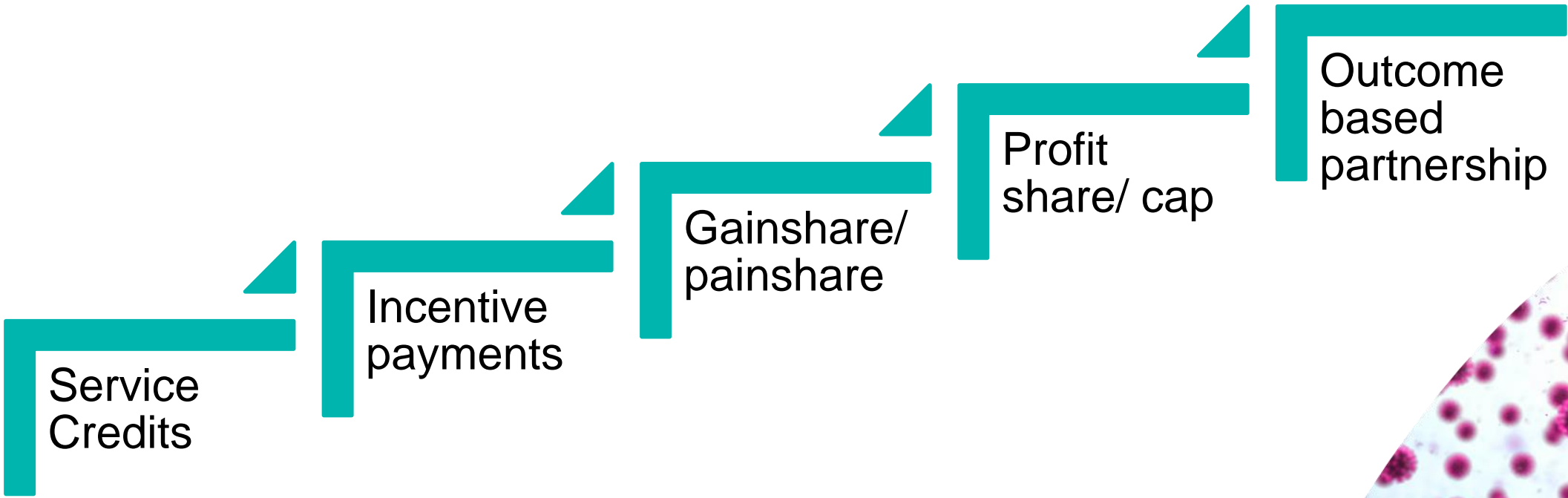


Collaboration in four key areas

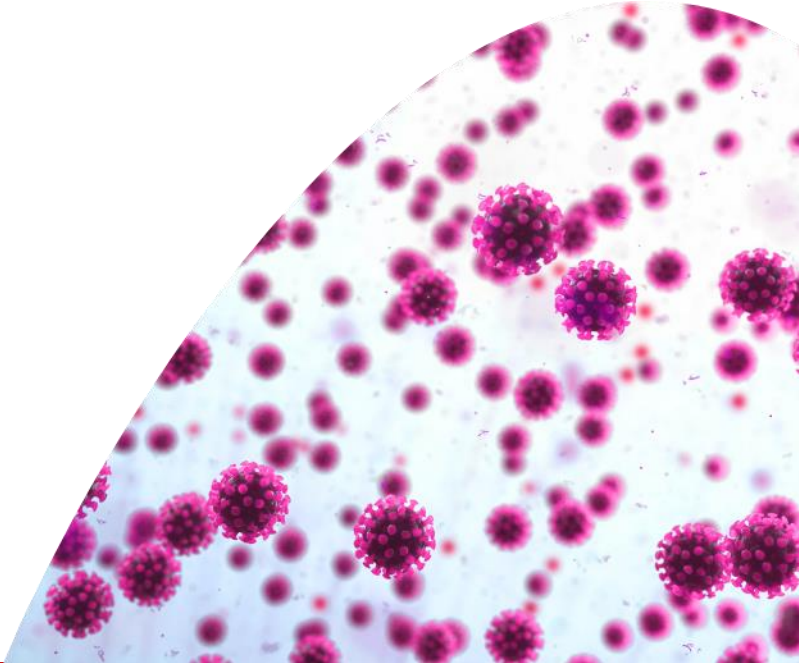
- We are willing to make co-operative changes with our SC partners
- We invest in our suppliers plan to collaborate operations
- We have collaborative planning & decision making practice with the SC partners
- We have collaborative forecasting of demand with SC partners



Toolkit response – collaborative contracting

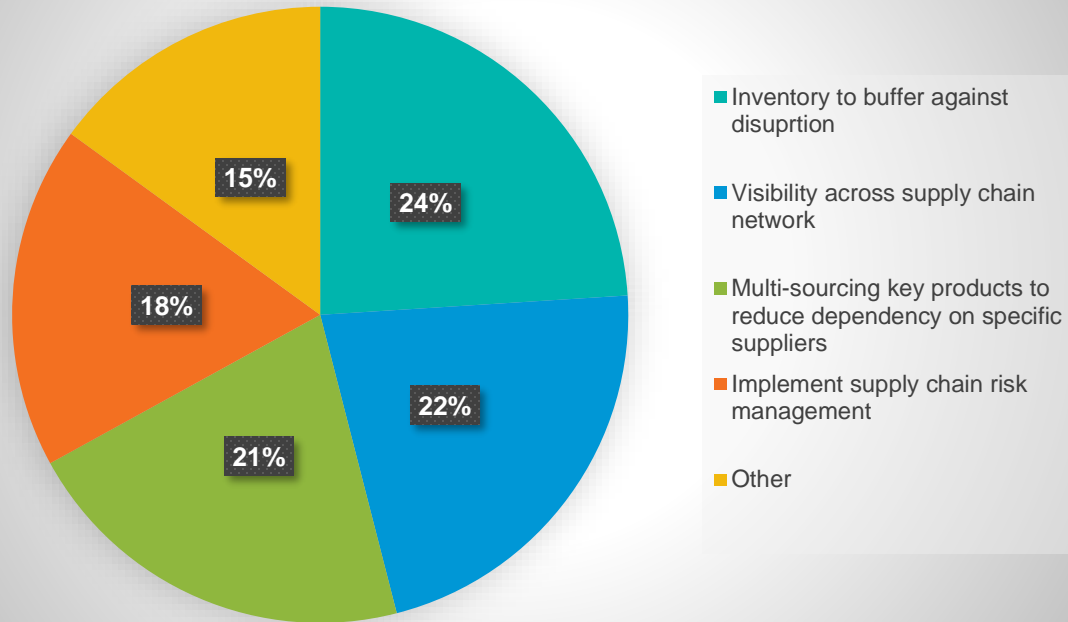


Toolkit response – collaborative contracting

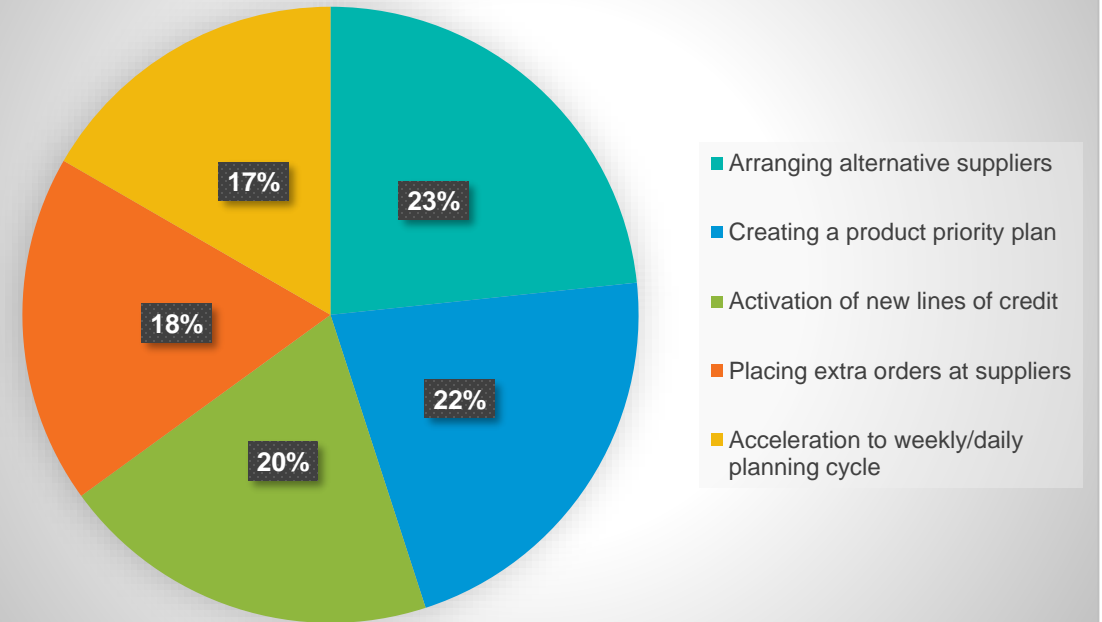


Issue: Strategies for supply chain

Effective strategies for supply chain

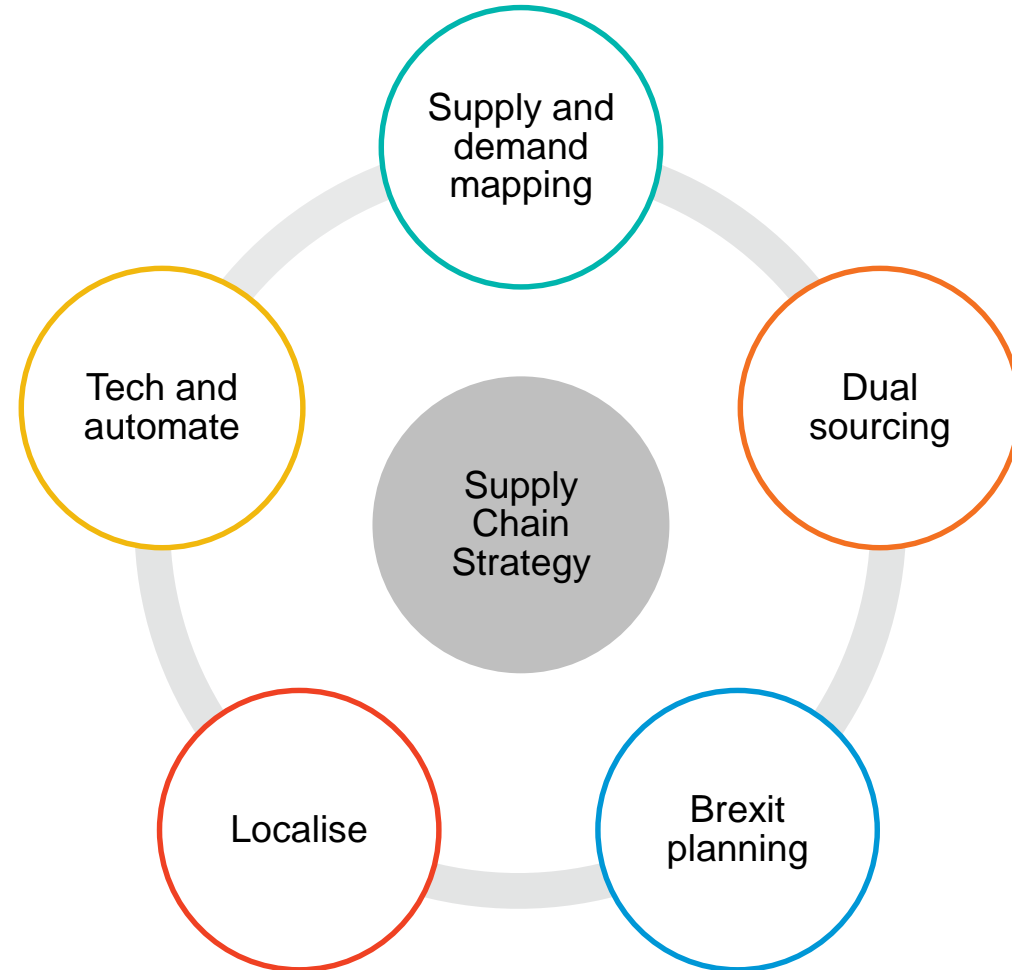


Top 5 Actions already taken



Toolkit response – Contracts that match strategy

- ✓ Identify business strategy/work with contracts team to ensure transparency
- ✓ Update templates and contract play books and set review periods
- ✓ Avoid value leakage through robust contract management
- ✓ Live the contract



Questions



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