

A man in a dark suit stands with his back to the camera on a balcony, looking out over a dense city skyline. The scene is captured in a soft, slightly hazy light, possibly during dawn or dusk. The balcony railing is visible in the foreground, and the city buildings stretch into the distance under a pale sky.

SUPPLY CHAIN AND PROCUREMENT

MANAGING CHANGE THROUGH DISRUPTION

idDEA?

iDDEA?

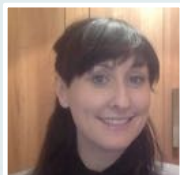


Welcome

Ingrid De Doncker, CEO IDDEA



Brian O'Kane
Owner, Oak Tree Press



Shirlee Kelly
Strategic Sourcing Consultant, IDDEA



Donal Daly
Chief Rocket Launcher, 6 Rockets



My Guests

Ingrid De Doncker, CEO IDDEA

AGENDA



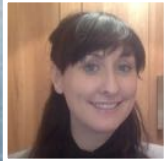
7 Lessons Learned

Donal Daly



Optimising the Supply Chain

Ingrid De Doncker



Practical Things To Do Today for SMEs

Shirlee Kelly



Adjusting to the New Normal

Brian O'Kane



Parting Thoughts

Questions and Answers

6ROCKETS

7 Lessons Learned



iDDEA?

6ROCKETS

7 Lessons Learned

VISION MATTERS

iDDEA?



COMMITMENT IS NOT AN ACCIDENT



VISION

COMMITMENT

CUSTOMERS DON'T OWN INNOVATION

VISION

COMMITMENT

INNOVATION

LISTEN AND LEAVE SPACE

VISION

COMMITMENT

INNOVATION

LISTEN

WITHOUT PERSPECTIVE IT IS HARD TO SEE STRAIGHT

VISION

COMMITMENT

INNOVATION

LISTEN

PERSPECTIVE

EMPLOYEES FIRST, CUSTOMERS SECOND

6ROCKETS

7 Lessons Learned



VISION

COMMITMENT

INNOVATION

LISTEN

PERSPECTIVE

EMPLOYEES 1ST

idDEA?

LEARN FOR LIFE

VISION

COMMITMENT

INNOVATION

LISTEN

PERSPECTIVE

EMPLOYEES 1ST

LEARNING

AGENDA



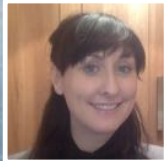
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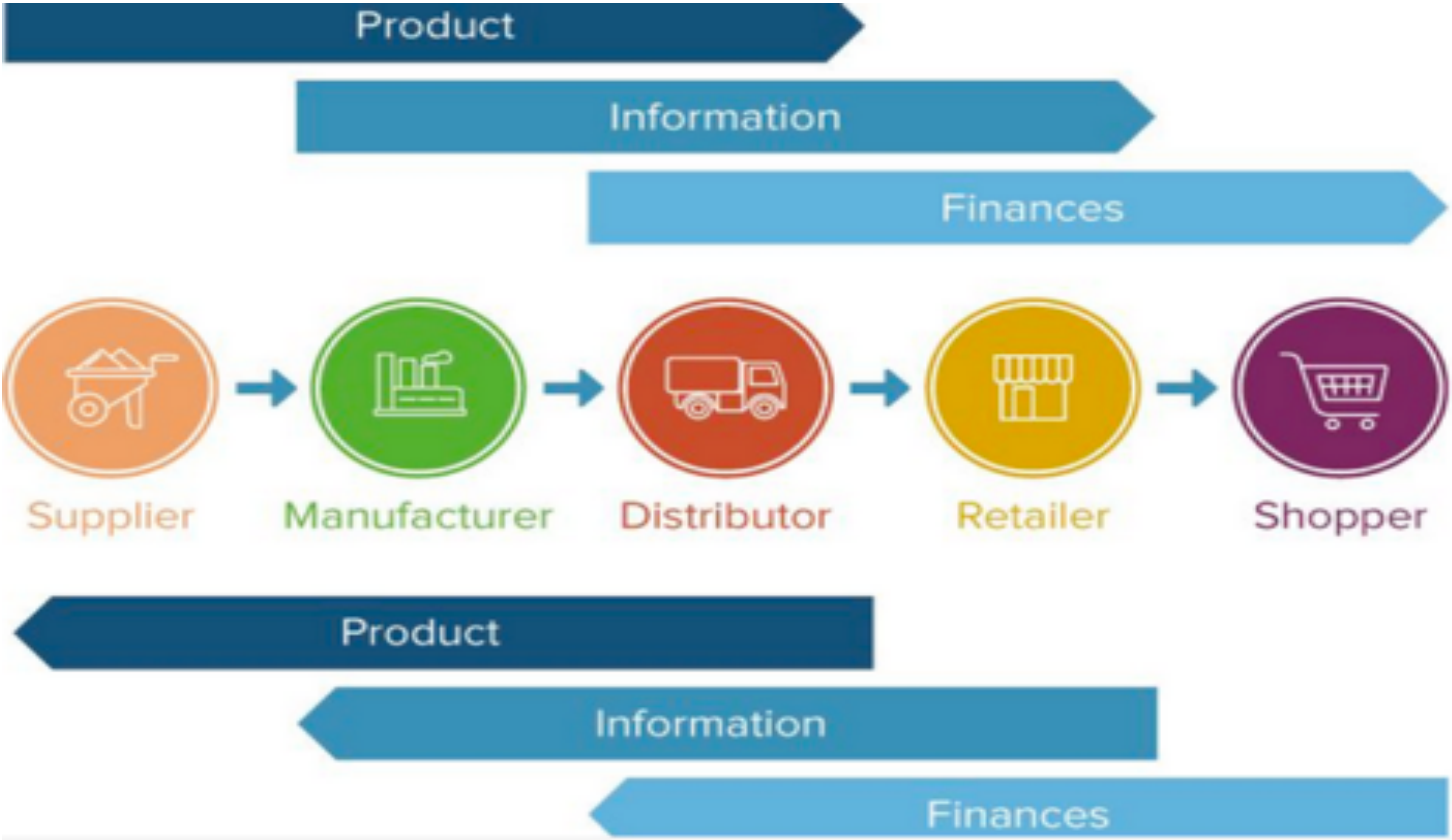
GOOD PROCUREMENT IS ALL ABOUT THE CUSTOMER





OPTIMISING YOUR SUPPLY CHAIN FOR SMARTER BUSINESS

The flow we can control



You in the supply chain world



Globalisation



Lean and JIT

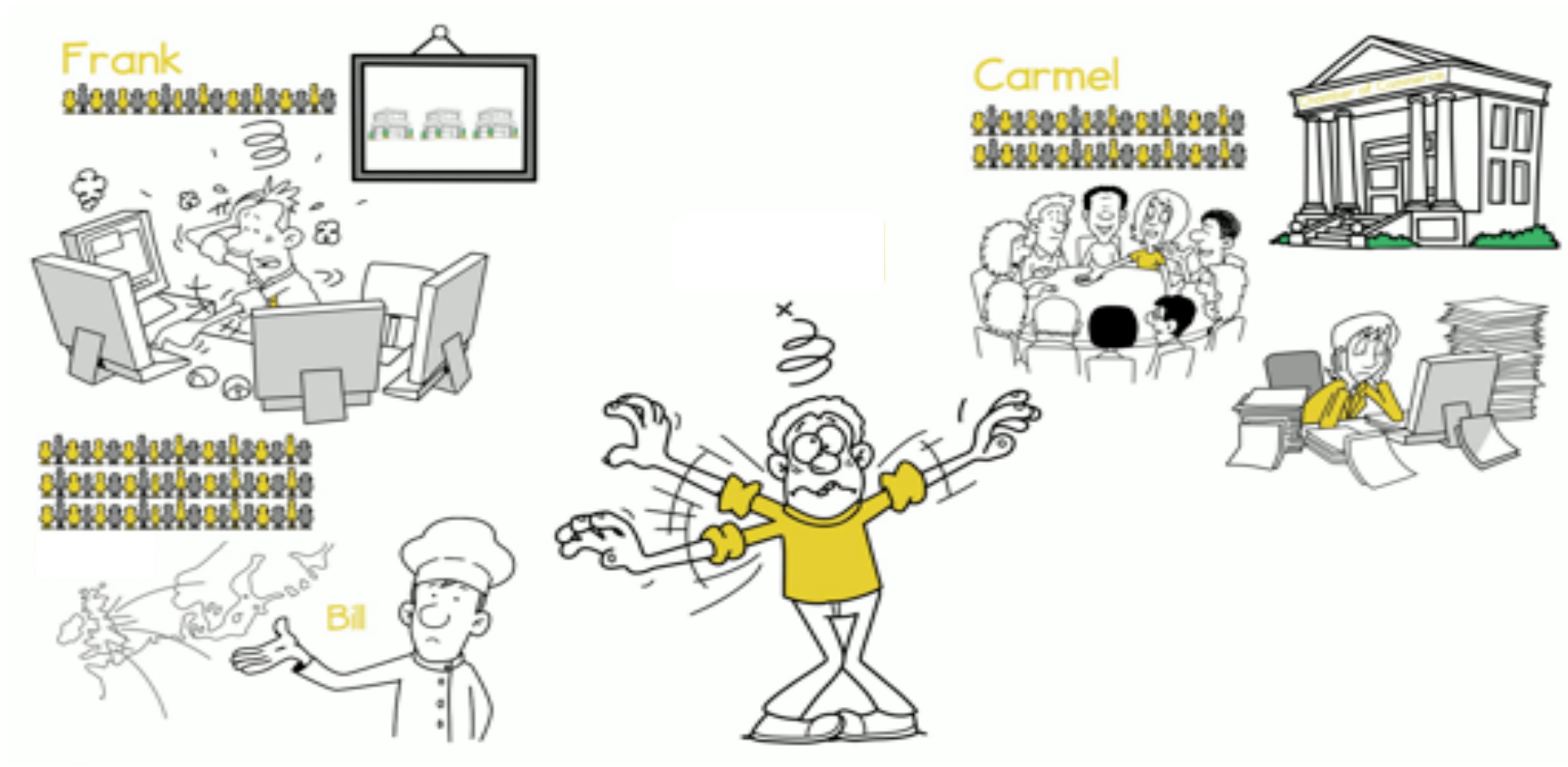
The 8 known wastes of LEAN



Just In Time Delivery



You before Coronavirus

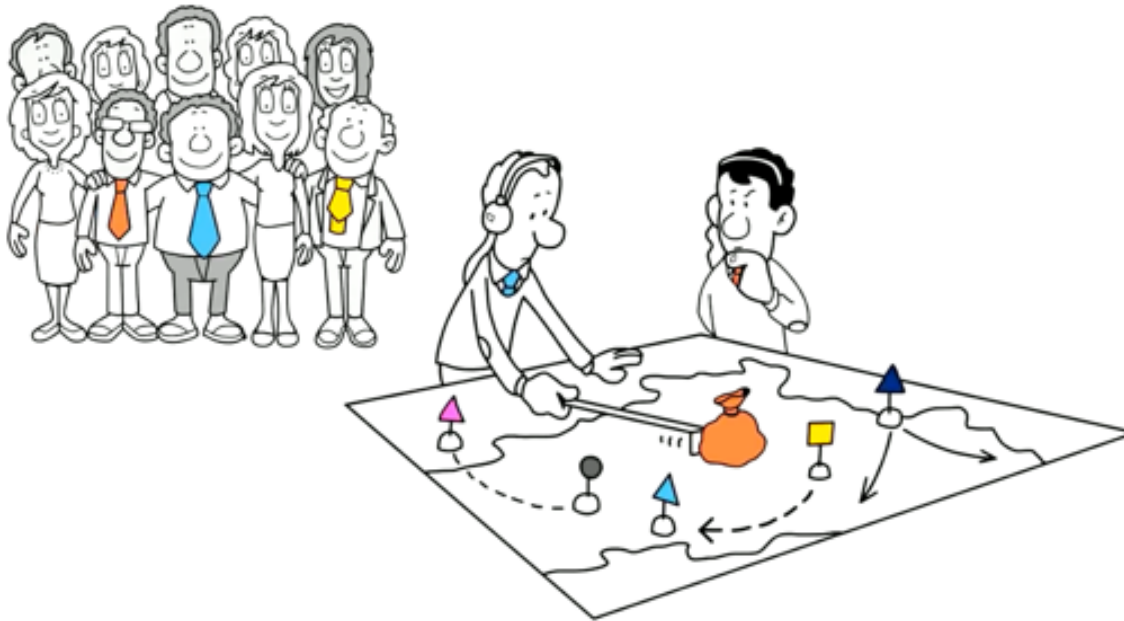


Now... disruptive challenges



What can you do?

Your full supply chain links



Alternative options map

How to get going

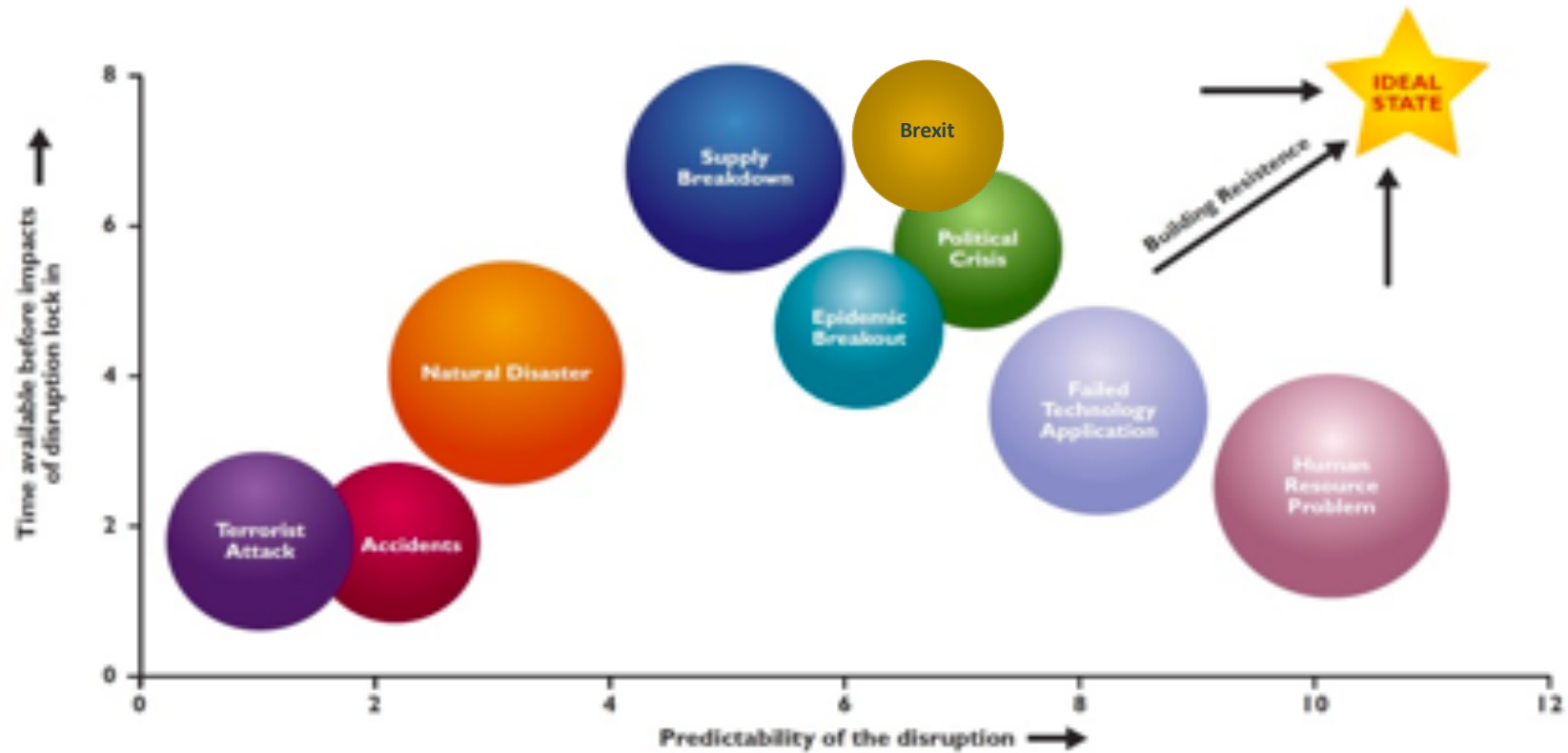


- Visibility
- Predictability
- Contingency
- Resilience
- Growth

Visibility



Predictability



Risk & Contingency Mapping



Priority Planning



Resilience for Growth



A useful supply chain mapping tool



	Tier 4 (role)	Tier 3 (role)	Tier 2 (role)	Tier 1 (role)
Activities (what are our products and services, and how does it add value to our business? % of related spend, margin, profit vs total)				
Current Suppliers (who are our current suppliers in the supply chain?)				
Alternative Suppliers (who are alternative suppliers in this market?)				
Market Dynamics (what is going on in this market? Are there new entrants, other substitutes, what are barriers, is there competitive rivalry?)				
Cost Drivers and Trends (Do we know the cost of the key commodities, core cost elements that builds up your service and how is it trending?)				
Supply Risks & Issues (what risks have been identified, managed, and mitigated? and is there priority plan in place to address them?)				
Value Lever Opportunities (how can we manage change that is valuable to the customer e.g. specification optimisation, alternative channels?)				

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AGENDA



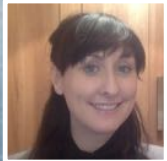
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Practical Things To Do Today for SMEs

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Adjusting to the New Normal

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Parting Thoughts

Questions and Answers



Practical Steps to Take Today



Where do you start?

Practical Steps to Take Today



Communicate

Practical Steps to Take Today



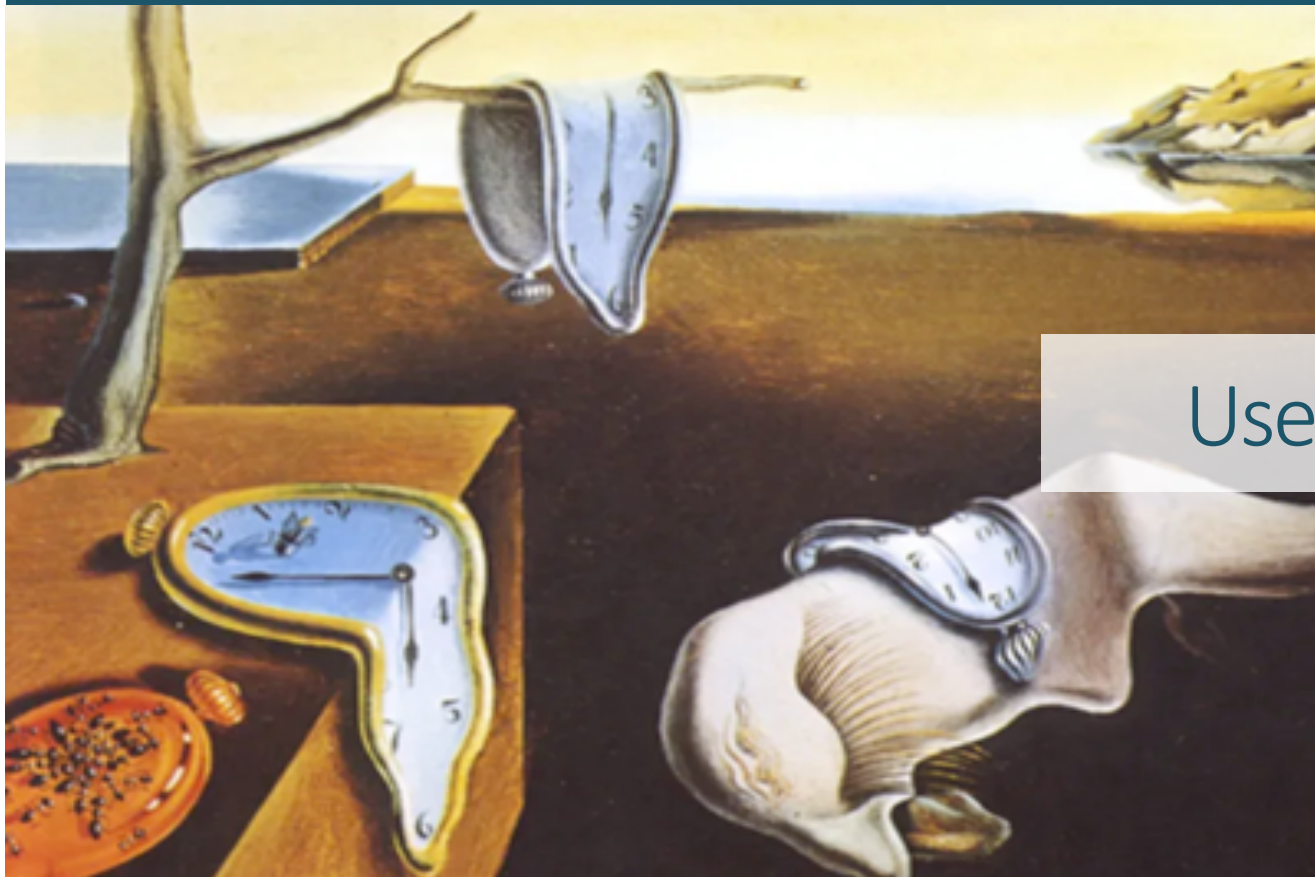
How do you establish new suppliers?

Practical Steps to Take Today



What about your key clients?

Practical Steps to Take Today



Use this time wisely

Practical Steps to Take Today



Get out there. Make it happen.

AGENDA



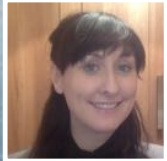
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Adjusting to the New Normal

HUG YOUR CUSTOMERS AND SUPPLIERS

KNOWING WHAT YOU KNOW NOW ...

NORMAL HAS JUST BEEN CANCELLED

DON'T LET THIS HAPPEN TO YOU AGAIN!



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Parting thoughts...



FOCUS ON WHAT YOU WANT TO DO



MAKE VISIBLE WHAT YOU CAN CONTROL

MAP YOUR STEPS TOWARDS YOUR GOAL





PRIORITISE WHAT MATTERS

MEASURE YOUR SUCCESS



A close-up, low-angle shot of the nose and cockpit of a seaplane. The aircraft is white with a tan or gold stripe running along the fuselage. It is positioned on a body of water, with its landing gear partially visible. In the background, there is a dense forest of evergreen trees under a clear blue sky. A semi-transparent white banner is overlaid across the middle of the image, containing the text "BE READY FOR TAKE - OFF" in orange, uppercase letters.

BE READY FOR TAKE - OFF

AGENDA



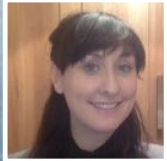
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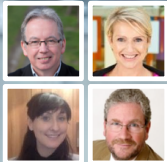
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Questions & Answers



Q & A

STAY HEALTHY, STAY CALM, STAY HOME

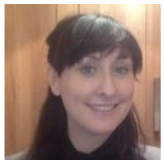
We all wish you and your family good health during this precarious time. We are confident that this too shall pass and we look forward to seeing everyone doing well.



THANK YOU



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A man in a dark suit stands with his back to the camera on a balcony, looking out over a dense city skyline. The scene is captured in a soft, slightly hazy light, possibly during dawn or dusk. The balcony has a glass railing, and the city buildings are reflected in the water below. The overall mood is contemplative and professional.

Thank You!

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iddea?