



C.H. ROBINSON

WEBINAR

Achieve Your Supply Chain Goals: A Proven Method to Find Savings

July 9, 2020

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→ Today's panelists



Matt Marthinson
Chief Procurement
Officer
J.B. Poindexter



Mike Barrett
Vice President,
Logistics
West Marine



Jack Scharrett
Corporate Strategic
Sourcing Manager
Winnebago Industries



Jason Luedtke
Vice President, Sales
Enablement
C.H. Robinson



Katie Quasius
Director, Solution
Architect
C.H. Robinson



Nick Schneider
Director, Supply
Chain Assessment
C.H. Robinson



Reid Bucci
Director,
Implementation
C.H. Robinson



**COVID-19 has caused major
disruption to supply chains**

→ What we are hearing from our customers

Under pressure to
find supply chain
savings

Need to do more
with fewer
resources

Need a strategy to
scale their supply
chain

Want to build a
resilient supply chain
to mitigate future
disruption

→ Supply chain assessment

01

Data
Analysis

02

Process
Assessment

03

Tech
Evaluation

04

Implementation

→ Supply chain assessment

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My organization is pressured to find transportation savings.



→ Common strategies for cost savings through data analysis



**Traditional
RFP**



**Service & quality
requirements**



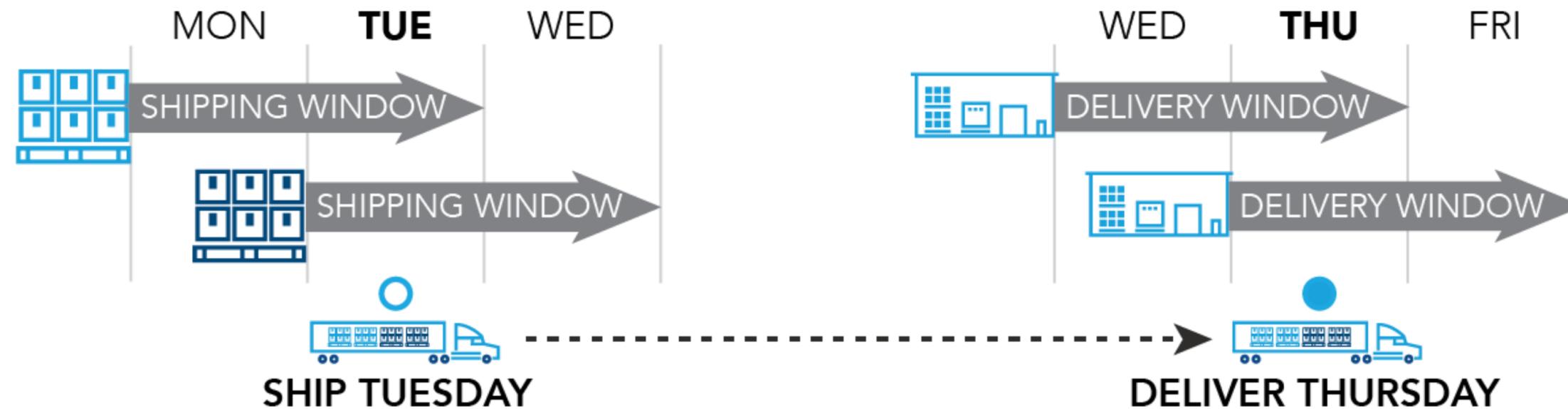
**Operational
constraints**

→ Beyond rates: Optimization strategies for savings

- Dynamic routing
- Consolidation
- Network modeling
- Aggregation

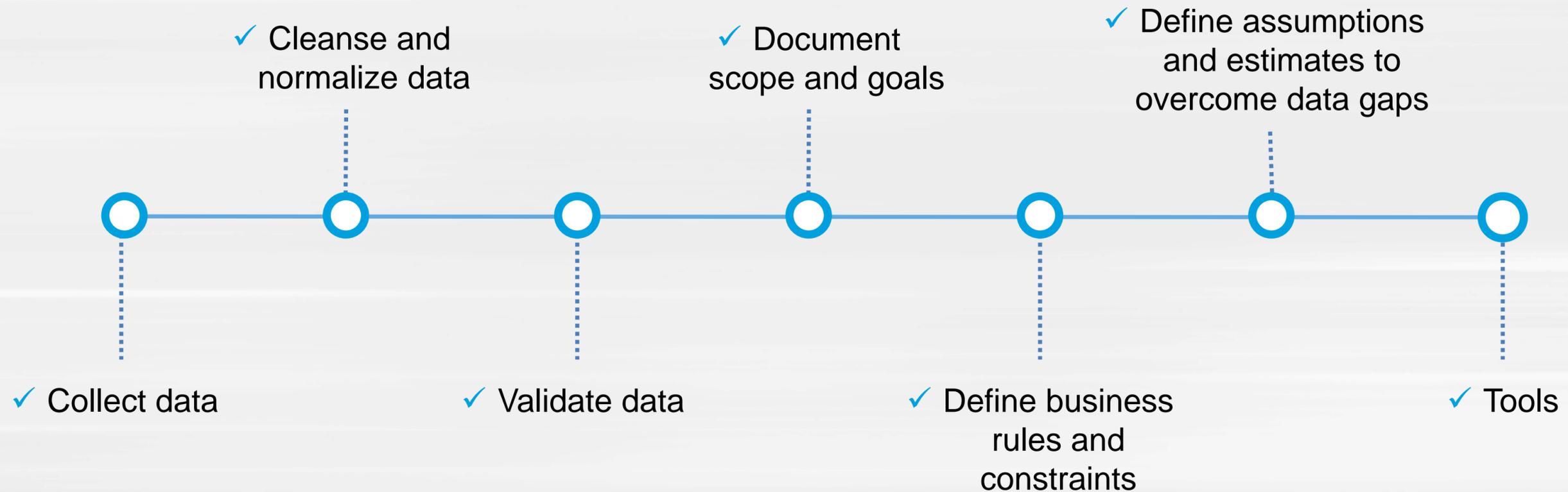


→ Aggregation: How it increases transportation savings



Combines shipments with the same origin to the same destination when shipping and delivery windows overlap. Hold days also allow for flexibility in the ship and delivery windows, which can lead to increased transportation savings.

→ The methodology: How do you quantify the benefit of these strategies?



→ Data analysis: Three keys to success

- 1 Build assumptions
- 2 Look for red flags early
- 3 Document the project

→ Supply chain assessment

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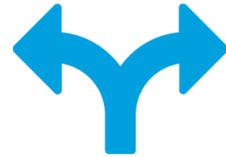
Implementation



Is it realistic to achieve these savings?



→ Process assessment: Common challenges



**Decisions made
in silos**



**Jumping to
solutions**



**Unacknowledged
biases**

→ Reasons to assess your processes

- Understand your supply chain
- Validate and expand ROI
- Identify must have's and nice to have's
- Expose unintended consequences



→ Process assessment: Three keys to success

- 1 Create a cross-functional team
- 2 Ensure clear communication
- 3 Leverage the Lean Toolbox

→ Supply chain assessment

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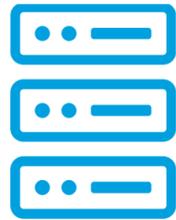
Implementation



How do we enable technology to make a better solution?



→ Tech evaluation: Common challenges



**Complex
tech stack**



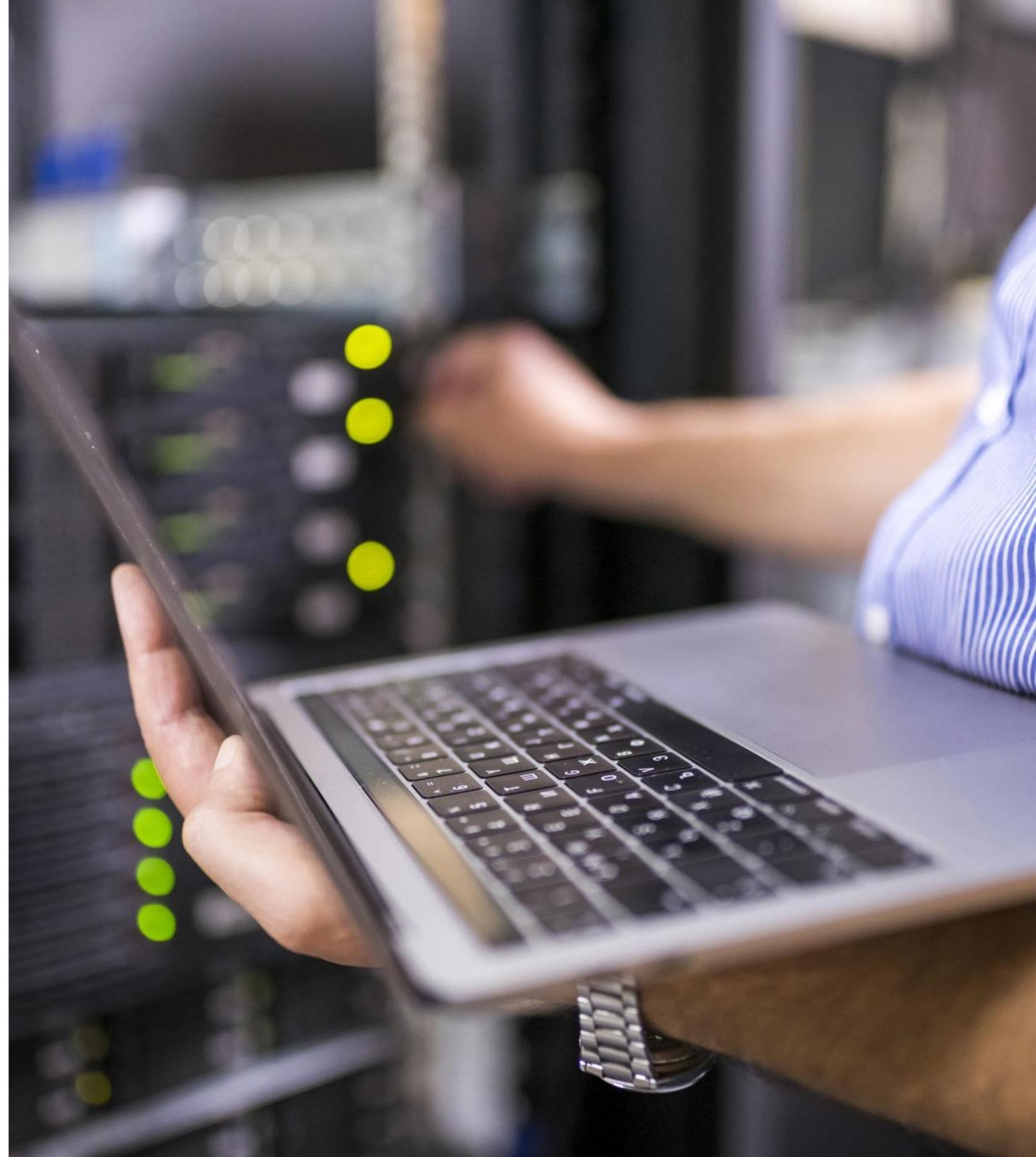
**Don't have established
business processes**



**Limited IT
resources**

→ Considerations for evaluating technology

- Tech stack
- Electronic connectivity
- IT resources
- Master data management



$$(D_{CS} \times B_{FS} \times AP) > R_c$$

Dissatisfaction of
current state

Benefit of future
state

Action plan

Resistance to
change

→ Supply chain assessment

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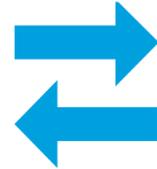
We can't let our customers feel any disruption during this transition.



→ Implementation: Important areas to focus on to mitigate risk



**Tailored
integration**



**Proactive vs.
reactive**



**Bench
strength**



→ Checkpoints for successful implementation

- Seamless transitions
- Methodology with customization
- Cross-functional collaboration
- Alignment on milestones

→ Implementation: Three keys to success

- 1 Engagement
- 2 Experienced support
- 3 Measure success

→ Have questions?

- Email us at: assessment@chrobinson.com
- Subscribe to our blog: www.chrobinson.com/blog
- Also, please look for a follow-up survey

→ Our commitment to customers

Global suite of services

Work with a provider that can reliably meet all of your logistics services and technology needs today and in the future

Technology built by and for supply chain experts

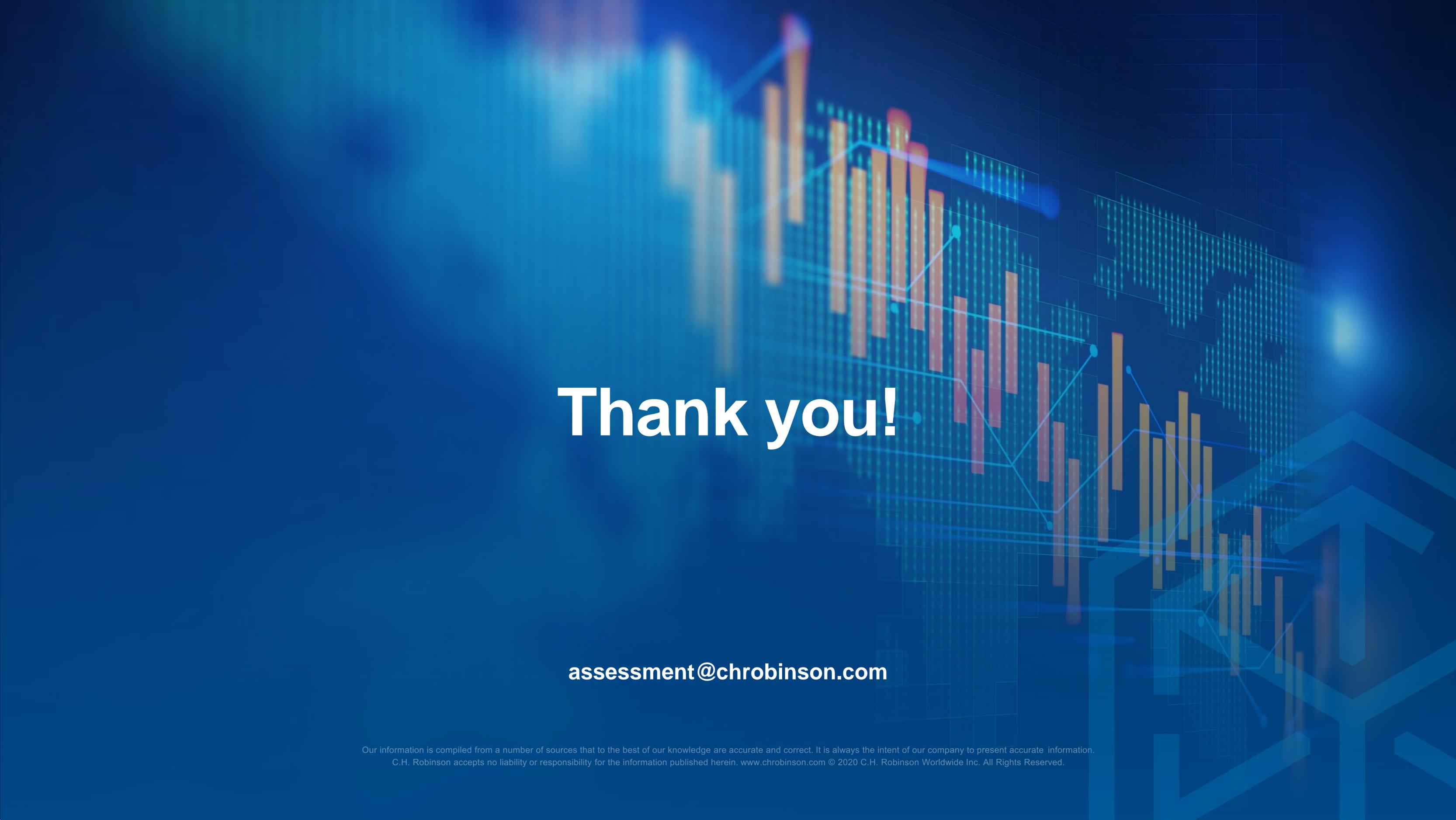
Tailored, market-leading solutions that work for supply chain professionals and drive supply chain outcomes

Information advantage driving smarter solutions

Drive better outcomes for your business by taking advantage of our experience, data, and scale

People you can rely on

Our global network of experts acts as an extension of your team



Thank you!

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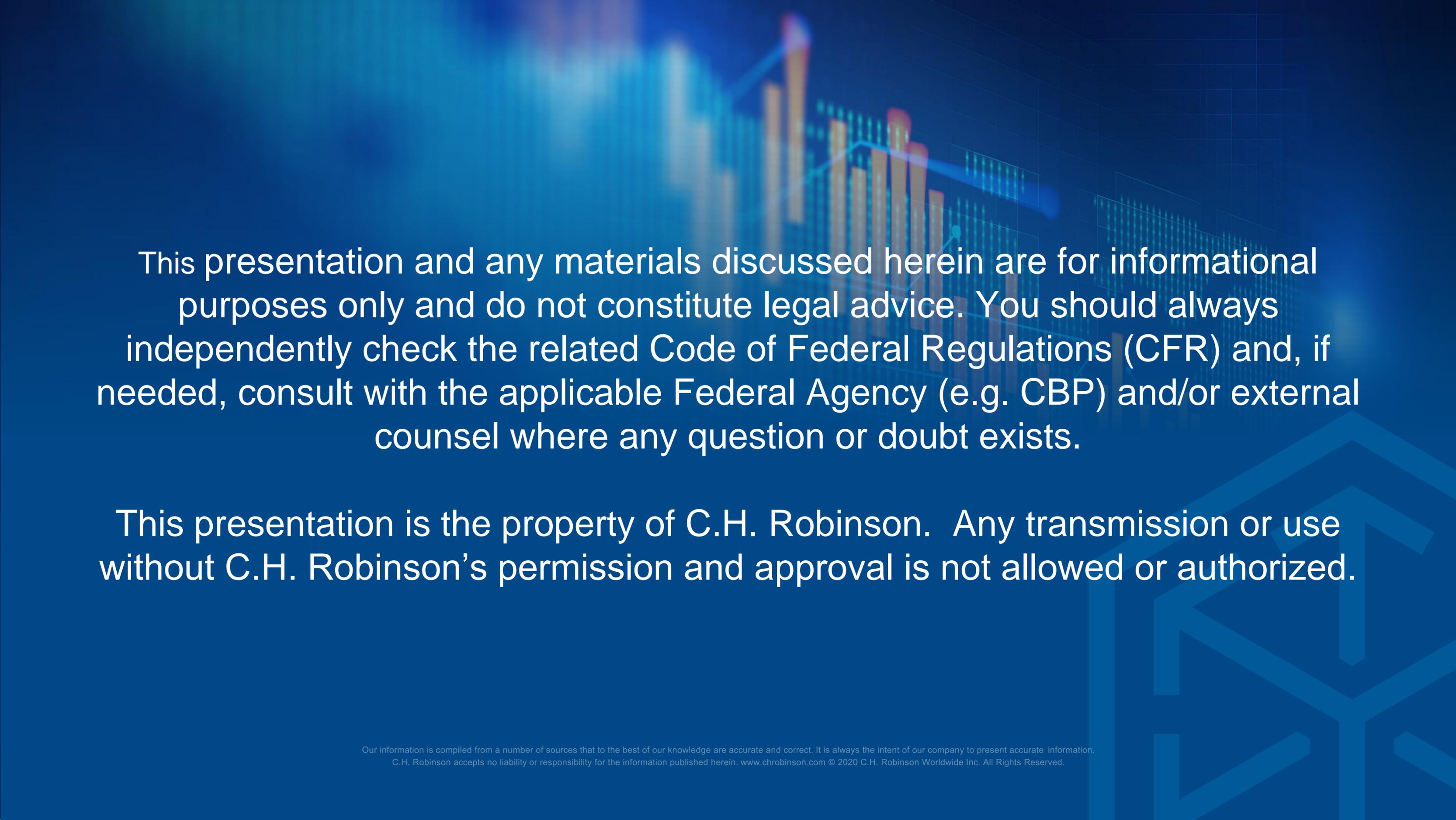
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