

## **Report**

### **NATIONAL OPERATIONS & IT SUMMIT 2016**

#### **Theme**

Supply Chain Planning and Analytics -The Right Product in the Right Place at the Right

#### **Date**

February 6, 2016 (Saturday 10:00 am -1:00 pm)

#### **Opening Video**

Video highlighted how students themselves experienced a live case of Supply chain Planning.14 students from MMS First Year were selected as Management Trainees to Organize a Mega Exhibition called Mahalaxmi Saras 2016 under Government of Maharashtra, Rural Development & Panchayat Raj Department.

The students were involved in ground level planning from more than a month before and allied activities.

It is yet another purposeful platform at the State Level, creating financially uplifting opportunities for SHGs to showcase and sell handicrafts, handlooms, high quality and nutritious food products, etc at SARAS fairs. This is the 13th consecutive year; Govt. of Maharashtra is organizing the Regional SARAS.

#### **Welcome Address**

##### **Dr. Amit Oak, Director, Sasmira Institute of Management Studies and Research**

Every company must continually wrestle with the problem of deciding the right quantity and mix of products or services that it should produce as well as when and where to produce them. The problem is challenging because the decision must be made with uncertain and conflicting information about future demand, available production capacity, and sources of supply. The decision is in fact a highly complex balancing act, involving tradeoffs along many dimensions - for example, inventory targets vs. customer service levels, older products vs. newer ones, direct customers vs. channel partners - and requiring the compromise of constituents - sales, marketing, operations, procurement, product development, finance, as well as suppliers and customers - with varied objectives. The ability of a company to nimbly navigate this decision process without giving too much influence to any of the parties involved largely determines how well the company can respond to changing market conditions and ultimately whether the company will continue to thrive.

This summit focuses on the complex challenges of supply chain planning - the set of business processes that company's use for planning to meet future demand. Supply chain planning comprises a variety of planning processes within an organization: demand planning, sales & operations planning, inventory planning, promotion planning, supply planning, production planning, distribution planning, and capacity planning. Of course, not all companies engage in all of these planning activities and they may refer to these activities by other names but they all struggle with the on-going effort of matching demand with supply.

### **Details of Keynote Sessions**

**Speaker 1:Mr. Abhay Kimmatkar, Joint Managing Director of ADCC Infocad Limited**

**Topic: Smart Technologies enriching supply chain management process**

**Profile:** An Engineering Professional, with over 20+ years of post-qualification experience in services industry. Initiating Business development activities as a Jt. Managing Director, expertise in operations and execution with exposure to Services industry, Co-operative ventures, Institutional and recently exploring the Global business enterprises. Associated with various Industrial, cultural, sports and Educational organizations in Maharashtra, India & World. A Techno-commercial person with strong business acumen and technical proficiency clubbed with robust networking capabilities.

- He is currently Joint Managing Director at ADCC Infocad Limited, Nagpur
- He is also Hon. Secretary, Maharashtra State Centre, Institute Of Engineers (India)
- He is Chairman of Committee for Transport, Highways & Roads in Association of Geospatial Industries
- Presently he is Governing Body Member of Government Polytechnic, Bandra, Mumbai.
- Ex Joint Secretary for Association Of Management of Unaided Private Medical & Dental Colleges of Maharashtra (2003-2005)

### **Academics:**

- He holds Bachelor's degree in Engineering from Yashwantrao Chavan College Of Engineering, Nagpur
- And Master's degree in Business Administration from NYSS College of IMR, Nagpur University

- He is currently pursuing his doctoral research in Industrial Development Scenario in IT & ITES Sector in Vidarbha from Nagpur University

**Session:** IT Interventions in supply chain was discussed in length. Today SCM changes the entire business process. The biggest example for SCM is Alibaba which uses SCM efficiently. SCM drivers like connectivity, visibility, collaboration, optimisation leads it to excellence. Use of smart technology for various issues like traffic management, parking, inventory management, waste management was discussed. Supply chain ensures that the inventory is delivered at right place at right time.

**Speaker 2: Dr. Shirish Shirsat**

**Topic: Supply chain management & IT Applications, Director - Planning, Allansons Ltd.**

**Profile:** Dr. Shirsat's key responsibilities lie in planning 4 lakh metric ton yearly volumes for export, warehousing and shipment. He has also worked as a factory manager with the same organisation, where he was responsible for the factory operations. Dr. Shirsat had also been associated with Godrej Agrovert Ltd., where he was responsible for development of animal feed for large dairy animals and poultry, poultry breeding and hatchery operations at Pune and Bangalore as well as goat breeding and rearing.

His skills lie in team building, inventory management, logistics, food and beverage, FMCG, oracle inventory, WMS and ASCP implementation.

Dr. Shirsat is a master of veterinary science in animal nutrition and nutrition sciences.

**Session:** He is Director-Planning Allansons Limited, Where he was responsible for planning of four lakh metric tonnes yearly volume for export warehousing and shipment. He shared his detailed experience, risks undertaken in SCM, Inventory planning of products like Ice-cream. He also shared his past experience where his company was producing tonnes of ice-cream to export in more than 55 countries around the globe. He explained the way in which they used plan production once order received, how they decide lead time of delivery. All productions go with ISO Standards and other renowned International Standards.

Here, shipment of perishable products like ice-creams, chocolates which cannot be remake once its consistency is damaged. It was most challenging task they faced maintaining same temperature of container irrespective of weather conditions throughout shipment

was most risky task. Road and Traffic conditions at different countries were also hurdle to manage lead time. Their efficient SCM planning instead of such big challenges made business successful. They have smartly used IT Tools for placement of order, estimation of lead time, SCM, Transportation Management, Inventory management and order tracking. Many times failures occurred due to some uncontrolled reasons in the Supply chain process, transportation, quality refusal at delivery point and faced cancellation of orders. At such tough times they way he managed were very notable and significant. He also explained minute aspects of return of exported perishable products to India.

He also shared the various opportunities for post graduate management students in Operations and logistics area. He also noted that there is huge scope in various organisations for Inventory management and SCM. Till today; there are hardly many specific courses for SCM, Inventory management, warehouse management in India which act as hurdle for employment in logistics and SCM industries. Lastly he added that there is immense scope for SCM, Inventory management, warehouse management and student should develop their skills accordingly.

Being a veterinarian the way he integrate his career, the experience he share was inspiring for management students.

**Speaker 3: Mr. Pinak Deshmane, AVP, Supply Chain Excellence, Mondelez Foods India Limited (Formerly Cadbury India)**

**Topic: Data Analytics in Supply chain**

**Profile:** He is currently AVP, Supply Chain Excellence, Mondelez Foods India Limited (Formerly Cadbury India)

Mr. Pinak Deshmane is currently working as AVP, Supply Chain Excellence, Mondelez Foods India Limited (Formerly Cadbury India)

Previous to this he was working as Head - Supply Chain & IT in TATA International wolwoline. He has worked for 13 years in the supply chain domain across different industries such as Networking, Medical devices, FMCG and retail.

Mr. Deshmane graduated as production engineering from Mumbai University. He has completed his MS in Operations Management from university of Missouri, USA

Prior to joining TATA International wolverine, he has worked with CISCO, Johnson & Johnson, and L'Oreal.

Mr. Pinak Deshmane is also certified in production and inventory management (CPIM) from APICS, USA

**Session:** He explained the importance of Data Analytics in supply chain, and correlating it with the ways by which it can help in our day to day life. He also briefly explained the application of Data Analytics in clinical area, Banking & financial services. He gave the most suitable example of hospital industry where hospitals are now days keeping records of the data of patients so that they can serve the customer in future diagnostics in an effective manner.

He briefly explained evolution of supply chain in the past years and the current scenario of it and how it is benefiting to the industries which are effectively understanding and implementing the same.

He shared his personal experience from L'Oreal and Cadbury, regarding supply chain in industry. In this he shared his experience, where he explained the ways the shelf life need to be maintained for cosmetics. He gave an example where L'Oreal premium cosmetics ranging in small units of packs of 75gms cannot have a shelf life of mere 6 months, so they made it a point to have an increase shelf life for such high and premium products. He also shared few marketing strategies where company needs to strategically position its products having varied colour shades of products like nail paints, lipsticks etc. Even though few shades are popular, the company has to maintain or promote various all other shades also in market.

**Speaker 4:** Mr. Sharad Talvarkar, Senior Deputy General Manager (Purchase) in L& T

**Topic:** Incoming Supply Chain & IT Application

**Profile:** Mr. Sharad Talvarkar is the Senior Deputy General Manager (Purchase) in Larsen & Toubro Ltd, Electrical and Automation Division, Mumbai. He is working with L&T for the past 25 years and has worked in various functions –Purchase, Quality implementation and driving lean initiatives across 11 units of electrical & automation division of L&T at various places. Right now he is heading procurement function.

Mr. Talvarkar graduated as an engineer in mechanical stream and completed his Post Graduate Diploma in Management Studies with Materials Management specialization.

Mr. Talvarkar is a Bureau Veritas Quality International (BVQI) certified auditor for ISO and is a six sigma green belt holder.

Prior to joining L&T, he has worked with Ralliwolf Ltd in tooling function, vendor development and production.

He is also an Examiner for Ramakrishna Bajaj National Quality Award and Indian Manufacturing Excellence Award.

**Session:** He started the session by showing the supply chain video of Toyota. He then effectively explained the supply chain process and how the Toyota has got the benefits from the implementing the supply chain process in their system.

He also briefly explained the T25 concept, which can be very useful in the today's competitive world. He also covered strategic and procurement functions, their importance for the effective functioning of timely inventory.

He also shared his practical experience of L& T industry as how they use supply chain systems in effective manner to meet the deadlines, also he mentioned the importance of vendor's approval audits, identification of supplier and quality, so that the processes are not delayed and on time all things are made.

**Closing Video:** Glimpses of summit in the form of video was presented. The video was prepared by Mr. Saiprajit G. More and Mr. Shreesh Bokade, Students of MMS Semester-II (Marketing Specialization)

**Vote of thanks** was presented by Mr. Anirudh Patil, Student of MMS Semester-II (Operations Specialization)

**Summit In-charge & Summit report prepared by: Dr. Jyotsna Golhar**

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