

# TOC for Managing Supply Chains

2-day program (10 hours)

## ***Understanding how and why Supply Chain Systems achieve their performance outcomes***

**Note:** TOC for Workflow Management – Overview is Day 1 of this program.

**TOC for Managing Supply Chains** is a two-day program that investigates and demonstrates the cause of the typical problems of managing supply chains:

- Too many missed sales to the end user/customer
- Inventory carrying cost are too high
- Inventory turnover is too low
- Too many emergency shipments between warehouses
- Warehouses are frequently overstocked on some products and out-of-stock on others

The solution is derived using simulations, hands-on exercises, and cause-and-effect logic. Planning, execution, and control methods are taught, applied, and discussed. A comparison of the future state to the current state is shown, as well as the necessary changes to be made.

## **Benefits**

Attendees who successfully complete this program will:

- Have the technical understanding necessary to participate in and support the design and implementation of a TOC Replenishment Operational Strategy across a multi-echelon supply chain
- Learn the basics of “buffering” – using Physical Inventory Buffers to nullify the effects of variability – whether raw materials or finished goods
- Understand the basics of how to define system boundaries, determine its key attributes, divide it into its basic components and graphically represent it in a manner that will facilitate analysis and proper flow configuration – all key aspects of a TOC Replenishment System
- Learn how to develop the details necessary to enable proper operation, including the required operational understanding, decision support tools, and proper metrics to ensure that the transformation to a TOC Replenishment Management System is sustained
- Understand the organizational alignment issues which, if not properly addressed, can significantly reduce the effectiveness of the TOC Replenishment solution and the benefits

***TOC for Managing Supply Chains is designed for individuals, leadership teams, or organizations who want a more comprehensive and detailed understanding how key management beliefs governing Supply Chain workflow management need to be **updated to deliver** significantly better **performance outcomes** [Lead Time, Availability, Turns, & Cost (Budget)].***

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Open programs are scheduled throughout the year. Please visit [www.goldratt.com/schedule](http://www.goldratt.com/schedule) for more information. This program is also available in a *Hosted* format. For additional information, email [agi@goldratt.com](mailto:agi@goldratt.com) or call +1.203.624.9026.

### Who Should Attend

- Leaders and individuals at all levels who want to improve their abilities to manage workflows and focus improvement efforts
- Leaders at all levels who want to have an efficient, effective, and competitively positioned business process and supply chain-based workflow management system
- Leaders and individuals who are inspired to innovate
- Senior-level leaders at growth companies which are challenged to scale
- Leaders and individuals who want to make an even greater difference in their careers and their organizations' future

### Format

The class is presented **in-person** or **online in a live, virtual Zoom classroom**, with supplemental prerecorded modules. To accommodate our global customers, open programs are scheduled in three time zones: ET (North America), CET (Europe), and SST (Asia Pacific).

### Class Times

10am to 4:30pm EDT/EST – Short breaks and lunch are built into each day.

### Required Viewing

#### **Module 1: Constraint-Based Decision Making** (*this MUST be viewed prior to Day 1*)

- Part One: Product Decisions Based on Business Profitability vs Product Profitability (*24 minutes*)
- Part Two: Capacity Decisions Based on Workflow Management vs Resource Utilization (*30 minutes*)
- Part Three: Improvement Decisions Based on Throughput vs Cost Savings (*16 minutes*)

### Required Reading

- *The Goal: The Process of Ongoing Improvement* by Eliyahu M. Goldratt and Jeff Cox

### Additional Requirements

Attendees must have a computer on which they have admin rights and can download and install Java-based simulator apps (Mac & Windows compatible), PDF program material, as well as an app to view and mark up PDF files such as **Adobe Acrobat Reader DC** (free - for viewing and marking up material). Bandwidth which meets or exceeds minimum **Zoom** recommendations for audio and high-quality video (600kbps down) or HD video (1.2Mbps down) is optimal.

**TOC for Managing Supply Chains** is both a stand-alone program and a core component of TOC for Workflow Management. As a stand-alone program, it includes Constraint-Based Decision Making, and TOC for Workflow Management – Overview.

## Price

US\$995 per seat – live online (Zoom)

US\$1,250 per seat – in-person (Hosted)

## Cancellation & Rescheduling Policy

AGI understands that occasionally circumstances require a change in schedule that results in a registrant not being able to attend a program as planned.

If you wish to CANCEL your registration and receive a full refund, you must submit your request via email to [agi@goldratt.com](mailto:agi@goldratt.com) at least 30 days prior to the program start date. If you submit your request 15 to 29 days before the program start date, you will receive a refund equal to 50% of the full program fee. If you submit your request within 14 days of the program start date, you are not eligible to receive a refund.

If you wish to RESCHEDULE your registration to a LATER date at no charge, you must submit your request via email to [agi@goldratt.com](mailto:agi@goldratt.com) at least 30 days prior to the program start date. If you submit your request 15 to 29 days before the start of the program, you will be charged a change fee of 10% of the full program fee. If you submit your request within 14 days of the program start date, you will be charged a change fee of 25% of the full program fee.

For those who have RESCHEDULED to a later date, and then wish to CANCEL, no refund will be given.

You may RESCHEDULE your *open* registration to an EARLIER date at any time if space is available. There is no fee for this change.

You may REPLACE yourself with another attendee at any time at no charge.

## *Focus & Direction with Certainty*

**AGI - Goldratt Institute<sup>SM</sup>** helps individuals and organizations of all sizes and scopes — from small businesses to large corporations, and across both for-profit and not-for-profit sectors — to achieve their performance goals. Our specialization lies in Constraint-Based Decision Making, TOC Workflow Management, and Systems Thinking Capabilities. These methodologies are not only applied, but are also transferred and sustained via our comprehensive training and consulting support, which promotes application and innovation, aids in implementation and change management, and guides decision support tool selection and adaptation.