

Supply Chain

Supply Chain Presentations

Uncover how TOC can help streamline supply chains by identifying and managing key constraints that impact flow and inventory levels. These presentations will provide actionable insights on achieving greater agility, reliability, and responsiveness in your supply chain operation.

How a Supplier Can Create a Personalized Offer to the End Consumer in Collaboration with Retail

Presented by Miguel Abuhab



SUMMARY Explore how suppliers and retailers can create personalized offers for end consumers while optimizing in-store inventory, focusing on Non-Movers and Ultra Slow-Movers. It will demonstrate the use of Inventory Value Day (IVD) to identify and reduce excess inventory, enhancing operational efficiency, reducing costs, and maximizing ROI, with a spotlight on artificial intelligence for real-time adjustments and improved execution.

The Responsive Retail - Supply, Mix and Prices Driven by Demand

Presented by Humberto Baptista

SUMMARY The TOC Solution for Retail is powerful but traditionally focuses only on replenishing products. By applying TOC methods and principles, a new solution was developed to use demand signals for guiding replenishment, pricing, and mix decisions. Humberto presents the solution's elements and the simulated results of applying them to an actual retail setting.

Identify the SYSTEM's CONSTRAINT(s) but IGNORE sub-system constraints at your own PERIL: Insights from the Supply Chain Digital Twin Project at Jindal Steel and Power

Presented by Dr. Alan Barnard & Bimlendra Jha



SUMMARY Exploring how the Supply Chain Digital Twin (SCDT) initiative enhances goal maximization by incorporating both system-level and subsystem-level constraints, featuring new and counter-intuitive insights from the Jindal Steel and Power project

Custom Metal Parts - Graepel, Operations and Business Excellence Supply Chain

Presented by Gerhard Bullinger & Paul Seifriz



SUMMARY Graepel management and Paul will tell the story of Graepel's journey to implement the Theory of Constraints. The story starts with the analysis and ends with the results Graepel achieved.

From Companies to Industries, the Next Leap in TOC

Presented by Henry Camp



SUMMARY Discover how Theory of Constraints (TOC) is transforming the aviation industry, with insights from the Hawkeye Engine Services case study. This presentation explores how TOC principles address post-pandemic challenges and pave the way for sustainable growth and operational excellence in Maintenance and Repair Operations (MROs)."

Management for Results

Presented by Oded Cohen

SUMMARY Achieving a higher goal often requires closing performance gaps in key areas. Management teams typically respond in one of three ways: failing to follow clear top-down instructions, lacking ideas to address the gaps, or proposing actions that fail or cause harm. To align management thinking and behavior with the higher goal, a set of tools called Management for Results has been developed and successfully used, which will be presented.

Scaling by Design (Not by Accident) using TOC Principles

Presented by Mirta Fagundes dos Santos



SUMMARY WiseTech Global, a leading provider of software solutions to the global logistics industry, drove its market cap from \$1 billion to \$30 billion in under a decade. In this presentation, Mirta will share some of the critical strategies and tactics (based on foundational Theory of Constraints principles) that WiseTech used to scale its operations and support such extraordinary growth.

Enhancing TOC Implementation Success: Insights from Over 50 Initiatives

Presented by Dawid Janse van Rensburg

SUMMARY The leading causes of TOC initiative successes and failures are examined in this research. While many TOC implementations yield significant benefits, some fail to meet the initiative's objectives. An explanation of the causes of over 50 projects' successes and failures is provided, along with suggestions for TOC practitioners and consultants to raise the success rate of TOC implementations.

The Standardization vs Innovation Challenge

Presented by Ian Larsen



SUMMARY Innovation and standardization are, in the first instance, often viewed as diametrically opposed. However, a deeper analysis of the seemingly conflicting pressures to seek innovative solutions vs reuse and standardize processes reveals new insights into the nature of the SPEED QUALITY CONFLICT that is at the core of most human endeavor. In this presentation, Ian will share WiseTech's insights and the stunning resolution of this perennial conflict.

Taming Operational Complexity in Supply Chain and Engineering with a Demand Driven Operating Model

Presented by Christoph Lenhartz

SUMMARY A Demand Driven Operating Model integrates actual demand with strategic decoupling, control points, and buffers to create a stable and agile system. Combining TOC's DBR for scheduling with DDMRP for stock management, this model also links engineering with operational plans. The presentation introduces the model and provides practical application examples.

Productivity at the Center of Everything: Scaling Work Practices with TOC at their Core.

Presented by Cody Love



SUMMARY WiseTech places Theory of Constraints principles at the core of its operations. With over 20 years of experience in large-scale enterprise software, Cody Love, Head of Productivity, will share practical lessons and wisdom from WiseTech's unique approach, which avoids conventional best practices in favor of a custom culture and structure centered around TOC.

A Demand Driven Skill Model for Supply Chains to Which People Want to Belong

Presented by Caroline Mondon

SUMMARY If you already experienced bottlenecks due to missing skills, the Demand Driven Skill Model (DDSM) will be of interest to you. If you wonder how to motivate your employees to introduce innovation as well