

Supply Chain Finance and Metrics: Linking Operations to Financial Outcomes

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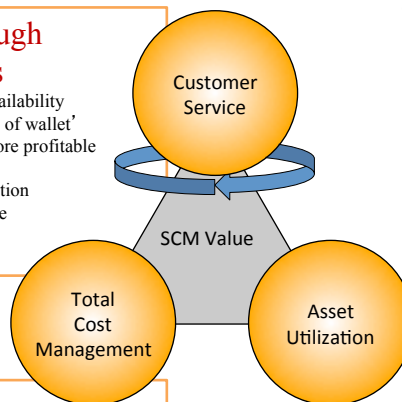
Supply Chain Value Proposition

Grow Revenue through High Service Levels

- Improve product and service availability
- Sell more volume or gain 'share of wallet'
- Strengthen relationships with more profitable customers
- Improve product/service innovation
- Align services with cost-to-serve
- Shorten overall cycle times

Optimize Total Cost

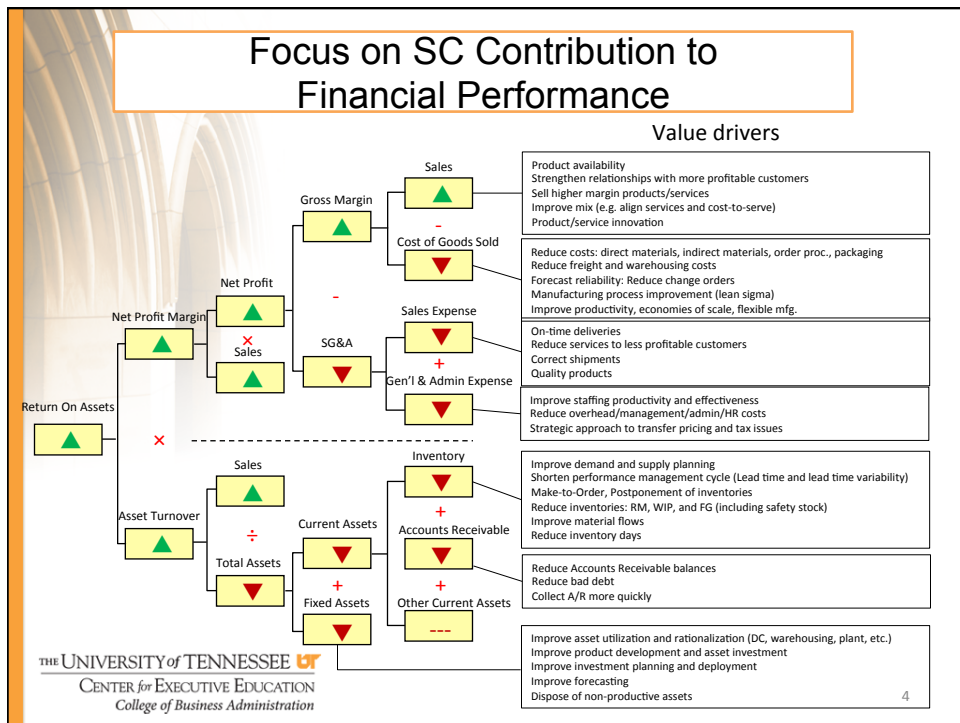
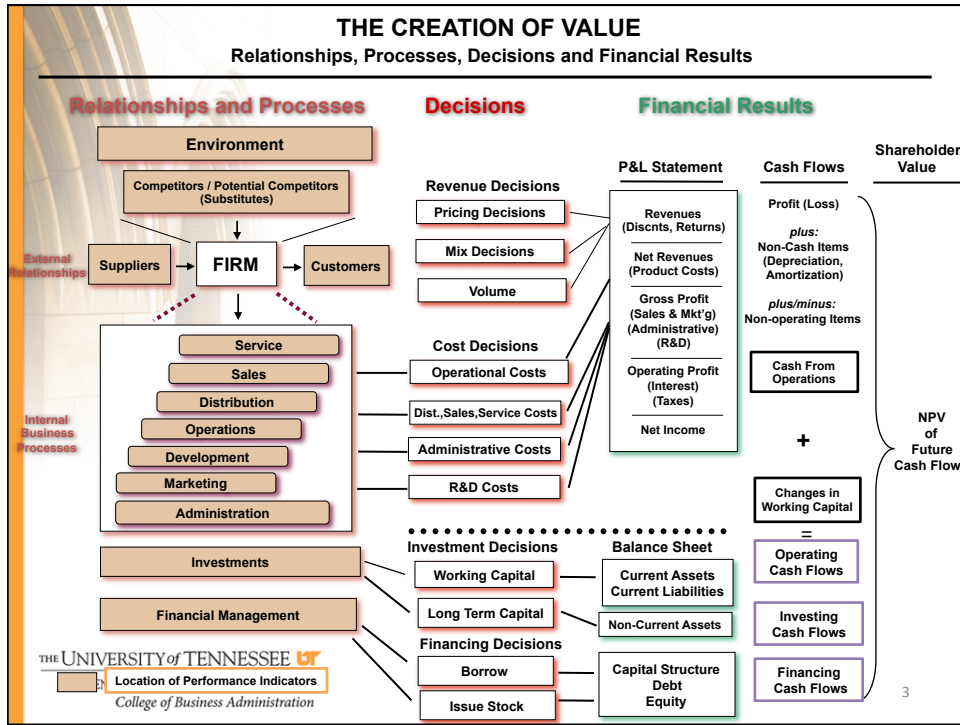
- Reduce sourcing, production, logistics, warehousing, and customer support costs
- Leverage economies of scale and technology to reduce transaction and unit cost
- Manage system performance and mitigate risk
- Identify profitable customers and products using cost allocation tools



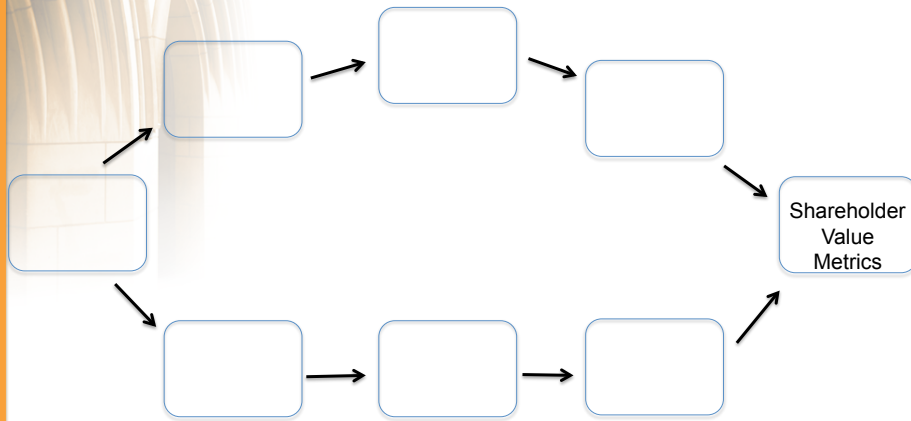
Reduce Capital Requirements

- Minimize total inventory (RM, WIP, FG)
- Reduce A/R collection times and bad debt
- Shorten cash-to-cash cycle
- Improve fixed asset utilization

*RESULTS IN
IMPROVED
EARNINGS,
RETURNS
AND CASH
FLOW*



Linking Operations to Financial Value



“Five Whys”

