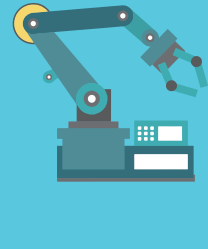


5 THINGS SUCCESSFUL WAREHOUSE AND LOGISTICS MANAGEMENT LEADERS DO

01

INFORMATION TECHNOLOGY & AUTOMATION KNOWLEDGE



Understand IT as a Buyer to Automate Business Processes :

Automation in distribution centers, warehouses and supply chain in logistics are taking care of the supply chain management, inventory management fleet management, order and delivery management, decision making and much more today. Supply chain is all about people using technology as a tool, find what ERP and business intelligence applications will suit your business well. Your input into IT procurement will be crucial to discuss and negotiate those with vendors.



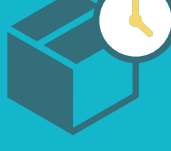
Enterprise Software Applications :

Understand the use of ERP, WMS, TMS, as well as analytics software, a staple source of leadership decision support and logistics automation these days.



Enterprise IT Skills at User-level :

Stop relying on handmade reports, excel spreadsheets and subordinate employees to do hands-on work with business information systems, and for decision making.



Concentrate on Reducing Delivery Time :

The key to increasing productivity in logistics lies on reducing delivery time. Processes need to be more efficient, transparent and integrated to all the stages of the supply chain with appropriate technology solutions and communication channels. Process automation solutions reduce service delivery times by half, saving 1 hour or more of a logistics staff daily. As such, skills in process automation solutions are becoming more crucial than ever to supply chain leaders than their people skills.



02

A GRASP OF ECONOMICS AND MARKET DYNAMICS

There are rapid and unpredictable changes and shifts in the logistics world, customer, and their buying-behavior. Focus on what lies ahead and to some extent, you should be able to predict it.

Thorough understanding of the market dynamics relating to logistics industry and your company.



Understand what drives demand, supply, and pricing of goods and services provided by your organization and its competitors. This impact many aspects of supply chain management, including the cost of goods sold and the cost to serve your company's customers.

Clear vision of logistics automation strengths, weaknesses, opportunities and threats calling for specific, realistic action based on actual analytics, reports and forecasts. A supply chain leader uses data to spot opportunity, measure progress, report accomplishments, prioritize next steps, and develop tactics and strategy.

03

UNDERSTANDING COST-TO-SERVE



Cost-to-serve is one skill that can really help you stand out as a competent supply chain leader, you need to take good care of your excellent customers and learn to do so at a profit.



Cost-to-serve is true cost of servicing a customer by quantifying specific business activities and other overheads. Analyzing a company's true 'cost-to-serve' at customer levels provides deep insights into key accounts, customer segmentation, and profitability.



For instance, focusing on the actual costs involved in serving customers, results in a one-size-fits-all approach to service, leading to the over-servicing of some customers and the under-servicing of others.



Identify situations where logistics costs cause some sales that generate losses instead of profits with the help of your sales reports and analytics tools. Once you understand the cost-to-serve concept and how to apply it to your company's supply chain activity, you'll be able to identify unprofitable customers and products.

04

THE SKILL OF FLEXIBILITY TO EMPOWER EMPLOYEES' IDEAS

Inflexibility often manifests in the belief that changing a plan is an admission of poor planning, which may not be the case at all. Be courageous enough to drop plans and embrace new ones, if the former is not working.



Encourage your team to embrace technological change, rather than resist it

To be a good logistics leader, it isn't necessary that you have to be an innovator, it is enough that you support and drive those innovative thinkers giving them the confidence to present their relevant ideas

05

PROJECT MANAGEMENT SKILLS

A high degree of personal organization



A proactive approach to risk management



The ability to negotiate successfully for resources, budgets, and schedules



The ability to encourage, train and get the best from people



THE 3 C'S OF LOGISTICS LEADERSHIP



Change : Successful leaders not just respond to changes and instabilities in industry but also plan towards creative safety nets to address such challenges that impact production and supply logistics.



Collaboration : Seamless collaboration across boundaries between various touch points across the value chain is critical in logistics industry. Enterprise apps that provide detailed insights and real time operational visibility to workers has led to better efficiency in different logistics modules.



Communication : Clearly articulate production benchmarks and goals, distribute vital information, data and reporting about the processes by which the company can achieve the goals.

