



**LOGY**

# **LOGY Best in Class Supply Chain**

***Make your supply chain a  
competitive advantage!***

# Background for the LOGY BiC SC service

- Small and mid-sized companies are often challenged by the **lack of time, of money and of suitable personnel** when it comes to prioritizing and starting development projects
- At LOGY we thought that there should be a **cost and resource efficient** way for companies to find the **most important development areas within their supply chain**
- In 2017 LOGY started a big project for this purpose in cooperation with the **Technical Research Centre of Finland** and two consulting companies (Innodea and Logisma)
- The tool and its cloud based interface are currently launched in Finland



# Why "LOGY Best in Class Supply Chain"?

An efficient and well functioning supply chain is a **prerequisite** for a successful business.

LOGY Best in Class Supply Chain service helps companies to **adapt the world class best practices** of Supply Chain Management.

*"Efficient and sustainable supply chain brings you competitive advantage!"*

# How does LOGY Best in Class Supply Chain work?

1 Collects the **views of key persons** by self evaluation questions

2 Gathers together the most important **financial and operational figures**

3 Analyzes the **current state, strengths and the meters** of the company's supply chain

4 **Concretizes and prioritizes** the development needs

LOGY can also offer tailored training and coaching



# Respondents

## Company's key persons:

- Answer the **self evaluation questions** ("yes / no")
- Collect the **operational and financial figures** together
- Participate in the **remote session where the analysis is presented**
- Participate in the **remote session with the consultant**

## Questionnaire is split between questions for:

Management, Finance, SCM, Transportation, Intralogistics, Sales and Procurement

# Self evaluation is also a learning process

## Key persons:

- Estimate company's strategies, management, environment, profitability and result, demand, supply and delivery process
- Collect data concerning company's finances, material streams, work performance and delivery time, quality and service level

**Answering these questions helps key persons in understanding corporate processes and procedures in a deep and structured way**



# Examples of questions

## LOGY Best in Class Supply Chain -tool

In the development and continuous improvement of the supply chain:

1. The development of supply chain is subject to objectives which are Specific, Measurable, Achievable, and Timely (SMART) and which are in line with the company's supply chain management strategy	No	Relevant	Comment	Save	✓
2. A documented continuous development process is in use in the entire organization	No	Relevant	Comment	Save	✓
3. The company management supports a comprehensive development of the supply chain management	Yes	Relevant	Comment	Save	✓
4. The customers' needs and changes in them are taken into account and reflected in the development	Yes	Relevant	Comment	Save	✓
5. Supply chain management is developed in collaboration with internal stakeholders of the organization	Yes	Relevant	Comment	Save	✓
6. The company has identified and utilizes the expertise of suppliers as a source for new innovations	No	Relevant	Comment	Save	✓

## Supply and demand

### Customer relationship management

Our sales knows and forecasts customer demand based on:

1. For the sellers' long-term experience of customer needs	Yes	Relevant	Comment	Save	✓
2. For our own sales history and its development	No	Relevant	Comment	Save	✓
3. For monitoring the development of market trends	No	Relevant	Comment	Save	✓
4. For collaboration with the supply chain partners (in particular customers)	Yes	Relevant	Comment	Save	✓
5. For access to the customers' information systems for the information important to us	No	Relevant	Comment	Save	✓
6. We utilize a diverse range of statistical, economic and own methods of forecasting methods in sales.	No	Relevant	Comment	Save	✓

# Pricing 2020

LOGY's corporate members **2 200 eur** (+ VAT) per remote discussion (one analysis)

Non-members **2 900 eur** (+ VAT) per remote discussion (one analysis)

*Second analysis with 30 % discount*





# Price includes:

## ✓ Remote session (max 2 h) with LOGY:

- Scores and benchmarking of them with other companies that have been analysed
- Key figures with their formulas, also in Excel-format
- Analysis report

## ✓ Remote session (max 2 h) with a consultant:

- Recommendations based on the analysis
- Sparring

## ✓ Certificate



## DRAFT

Suomen Osto- ja Logistiikkayhdistys  
LOGY ry on Suomen suurin  
hankinnan ja logistiikan  
ammattilaisten verkosto.  
[www.logy.fi](http://www.logy.fi)



Yritys XX on menestyksekkäästi  
läpikäynyt koko toimitusketjunsä avain-  
asiat sekä kerännyt toimitusketjun hal-  
lintaansa liittyvät olennaiset tunnusluvut.  
Arviointi on tapahtunut LOGY Best in  
Class Toimitusketju -työkalun systemaat-  
tisen, kaikki toimitusketjun osa-alueet  
kattavan prosessin pohjalta.

## CERTIFICATE OF ACHIEVEMENT

# YRITYS OY

Yritys Oy on saavuttanut LOGY Best in Class Toimitusketju -sertifikaatin vuosille 2020-2021.  
Sertifikaatin myöntää Suomen Osto- ja Logistiikkayhdistys LOGY ry.

HELSINGISSÄ 30.1.2020

LOGY  
**Best in Class**  
TOIMITUSKETJU

A handwritten signature in blue ink, appearing to read 'Markku Henttinen', written over a horizontal line.

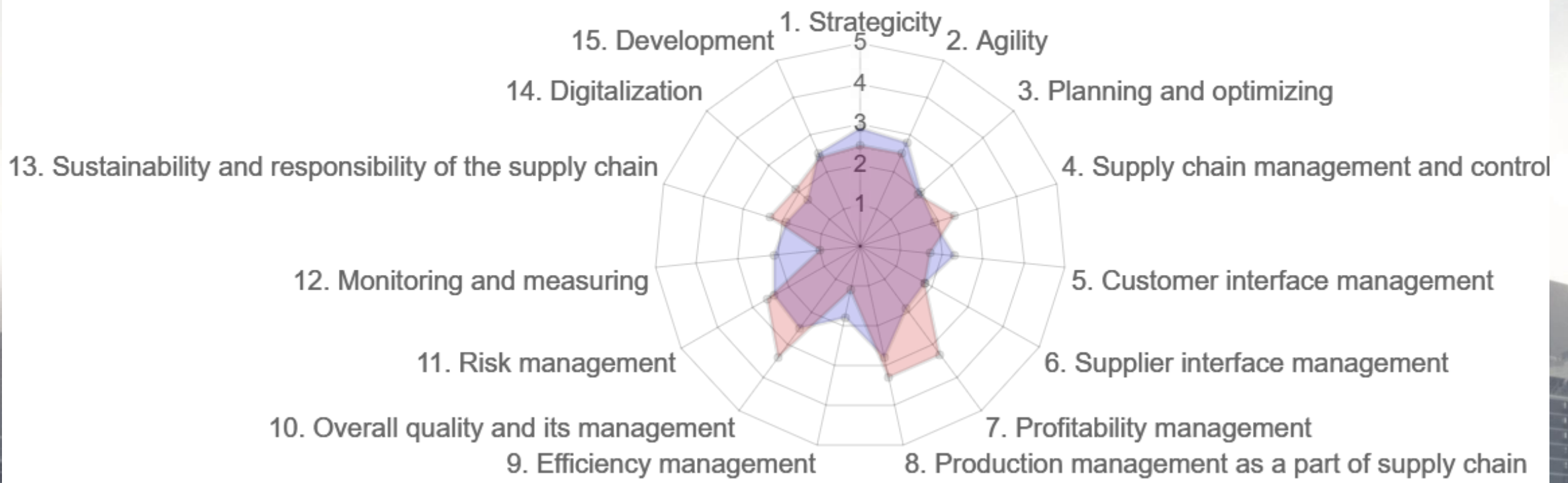
Markku Henttinen, LOGY ry:n toimitusjohtaja

**LOGY**



# General scores

Company Benchmarking group



# SCM rating

The main SCM rating (scale 0-5) is a weighted average of ratings of the following areas:

- Production control
- Agility
- Profitability control
- Risk Management
- Total quality and quality control
- Customer interface management
- Planning and optimizing
- Supplier interface management
- Strategic planning
- Supply Chain Management / Steering
- Digitalisation
- Development
- Efficiency control
- Follow up and meters
- Sustainability and accountability



# The Other Ratings

**Maturity of the SCM (0-5)**

**Competences within the SCM (0-5)**

**Complexity of the working environment (0-5)**



## **LOGY's and IFPSM's expansive networks of Procurement and logistics professionals**

**The Finnish Association of Purchasing and Logistics /LOGY** has more than **4300 individual** and more than **340 corporate members**. The individual members work as decision makers and experts within the procurement and logistics field.

**IFPSM (The International Federation of Purchasing and Supply Management)** is an umbrella organization with **45 globally spread LOGY-like associations**. Through these associations and their networks **IFPSM reaches even 250 000 decision makers and experts** within the procurement and logistics field.



# Additional information:

**Mr. Markku Henttinen**

*Chief Executive Officer, IFPSM*

International Federation of Purchasing and Supply Management

&

*Chief Executive Officer, LOGY*

The Finnish Association of Purchasing and Logistics

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