

Sponsor Meeting Minutes

Meeting Minutes 1

Date: 18 August 2017

Attendees: Prof Kam Tin Seong, Lam You Kang, Joanne Tan Ying Yong, Yong Li Ru Cheryl, Gao Shuang, Wang Ziteng, Desmond Lin, J&J people

Agenda

Introduction to J&J supply chain
Existing Data analytics by J&J
Presentation by SMU team

Notes

J&J buys a lot of companies, shift from post-reporting to proactive management
Data -> Structure -> Visualization, etc.

Data:

Data are stored in many locations. Data interpretation can be a problem. Not everyone in the end-to-end team has seen the same analysis tool meant for them.

Data harmonization is a pain? Different people call fields different names (e.g one formula has different names in different countries). They are now talking of intelligent name/field detection (machine learning).

Data governance: How to ensure quality of data is consistent

Most analysis/reporting is based on manual Excel files

- a. Sometimes they have problems linking the finished goods out of the factory to a sold SKU in the market
- b. Or they have problems correlating the perceived cost of a SKU back to the source

Cost:

External mfg: Either they sell x units for \$y (should-cost model), or they give materials to the manufacturer to be converted for a conversion cost

Sometimes they have to bring external intelligence to hedge prices if possible. (Maybe we can somehow model those external variables?)

They learned that sometimes, one ingredient contributes the most difference in terms of cost (80-20)

We will focus on baby oil (and listerine?). Scrap ratio is like wastage (to produce 100 bottles you need 100.502 units of raw material)

Based on the file we are unable to trace which level 3 leads to which level 2, etc. 240A Thailand plant will ship to 211A DC in Malaysia.

Vendor is a seller (MFG), plant is the buyer (DC) (Plant to plant not much markup involved)

Currency translation: Will we pivot to USD? Or...?

Other things to consider

3 Projects?

- Automate and simplify processes (30 days to come up with 1 report is too long)
- Heuristics engine
- Codify/consolidate 'legacy' knowledge