

MAKING THE RIGHT THINGS IN THE RIGHT PLACES

This intensive one-day course will help you to reconfigure your company's international footprint of manufacturing activities to deliver real business impact.

"I left the course with a great understanding of the tools which I have since applied in my role, helping to make important strategic decisions regarding long-term footprint reconfiguration.

The course enabled me to make clear recommendations to senior stakeholders with confidence, knowing that they would lead to benefits in terms of ambitious growth and delivery of global synergies in cost and innovation."

Global Advanced Technology Manager, **Electrical Engineering Systems**

What you will learn

On the course you will work in groups to:

- Understand manufacturing core competencies and supply strategies by deploying structured 'make-or-buy' tools.
- Design a global manufacturing and supply network, considering plant roles and network coordination principles, scenario development and evaluation.
- Develop network reconfiguration projects that deliver the strategic vision, involving manufacturing location decisions, insourcing and outsourcing, and transferring production.

On the day you will also:

- Explore the impact of market and technological drivers.
- Review the latest approaches to advanced analysis that help to guide high level strategic principles and ongoing footprint development.
- Gain practical insights into how the tools have helped leading companies develop competitive advantage through footprint transformation.

Format

The course is highly interactive and based on the delivery ethos of a balanced combination of presentations, group activities and discussions. A set of unique tools is described and illustrated using case studies, and the participants are guided through test applications to secure the learning.

Who should attend?

- Senior operations executives looking to inspire thought leadership in manufacturing footprint development across complex organisations.
- Mid-level operations managers and executives who lead strategic change programmes in global manufacturing.
- Strategic analysts and internal consultants who support major strategic change programmes.
- High potential functional leaders and managers who are seeking to develop awareness of the important global, enterprise-level strategic challenges that the business is facing.



Cost

£1000 + VAT (**£800 + VAT if you book before 15 Dec 2017**)

IfM members are entitled to 10% off the course fees. For details of our membership scheme see: www.ifm.eng.cam.ac.uk/members
Group discounts are available on request.

A copy of *Making the right things in the right places: a structured approach to manufacturing footprint strategy* will be provided as part of the course (normal price £25), as well as a copy of 'Capturing value from global networks' (normal price £35), which covers a broader set of supply chain strategy tools developed by IfM.

Location

This course will be held at the Institute for Manufacturing, 17 Charles Babbage Road, Cambridge, CB3 0FS.
Maps and accommodation information will be sent with confirmation of booking.

In-company training

This course can be run in company, tailored to meet your organisation's requirements. If you would like to discuss in company courses, please contact us:

ifm-events@eng.cam.ac.uk

Why the Institute for Manufacturing?

IfM has a strong track record of supporting leading companies in tailoring and embedding this approach within their corporate strategic processes. This leads to proven business benefits including, in one case, repeating annual savings of more than \$50m.

"We worked closely [with IfM] to develop and direct the Global Manufacturing Strategy which will expand our global production capabilities in developing markets around the world, as well as re-aligning our existing production into manufacturing centres of excellence within an optimised network." VP Global Manufacturing, **Sealed Air**

"Since 2008 this approach has been used in all business divisions and serves to guide Caterpillar's annual, multi-billion-dollar capital spend through coordinated investments across the vertically integrated company." Manager of Global Production Network Planning, **Caterpillar**

Course presenters

Dr Paul Christodoulou and **Dr Don Fleet** have led the development and application of the IfM approach to Manufacturing Footprint Strategy in blue chip companies over the last 14 years, and are co-authors of the publication *Making the Right Things in the Right Places*. Prior to working with IfM ECS, Paul and Don both held senior operational and strategic roles in global manufacturing companies.



People who are interested in this course may also wish to attend our one-day training course on **DEVELOPING END-TO-END SUPPLY CHAIN CAPABILITY** which focuses on capability development in terms of business processes, systems and skills within the context of complex, fast-moving supply chains. Please visit the website for details: www.ifm.eng.cam.ac.uk/ifmecs/ifm-ecs-courses/



This course has been endorsed by the Board of Executive and Professional Education