



# CASE

## Supply Chain Management Academy



[www.philips.nl](http://www.philips.nl)



### The Question

For Philips Lighting an excellent Supply Chain performance is a key to success in a world where more and more competitors are able to produce comparable products. Delivery on commitment against acceptable costs is one of the key guiding principles of the organisation. Therefore Philips Lighting formulated the goal to improve the competencies in the area of Supply Chain Management.

### The approach

In 2001 Philips Lighting has established an internal Supply Chain Management Academy to realise this goal. A number of external parties have been approached for a proposal to develop and implement the curriculum. From these Philips Lighting selected IPL because of its extensive experience with trainings and consultancy projects in Supply Chain Management and its ability to tune this to the Philips Lighting business environment.

Since then, IPL and Philips Lighting have developed four different courses. They are in the English language; key themes are: what are reasons to have inventories, how can better forecast information help in stock reduction, how can variation in the Supply Chain be reduced etc. Key element in the courses is the Supply Chain Game, a version of the well know "Beer Game", adapted IPL and Philips Lighting.



### The result

In the last seven years more than 1.000 participants have been trained; most of them are people working in the supply chain, but also people from other functions participated, such as from finance, marketing, sales and production.

Trainings repeatedly take place in four continents.

In the last years stocks have been reduced and the supply chain performance has been improved. In this the Academy certainly has made its contribution.

### IPL Advies bv

High Tech Campus 9

5656 AE Eindhoven

T: +31 40 750 55 90

M: +31 650 24 39 91

[kwikkers@ipl.nl](mailto:kwikkers@ipl.nl)

[www.ipl.nl](http://www.ipl.nl)

[www.erp-portal.nl](http://www.erp-portal.nl)