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Dear Fellow Professionals,

At the outset let me wish you and your families at very happy and prosperous New Year 2018 !!!

I feel privileged to make a special mention, that during this period Bangalore Branch had bagged the Best Branch (Metro) Award 2017 and were honored during the recently held NATCOM on 16th and 17th November, 2017 at Hotel Vivanta by Taj, Bangalore. Some Individual Awards for Bangalore team members were also honored during this event. The NATCOM–SCALE 2017 was organized by IIMM Bangalore Branch in a very befitting manner and was grand success, with a witnesseth of more than 250 delegates. The committee consisting of EC / NC and Office Staff and other members of IIMM Bangalore Branch who were part of the organizing team, created history of sorts by setting various benchmarks.

The recently announced Union Budget for 2018-19 has given us more impetus and opportunities to explore in the areas of Planning, Imports, Sub-contracting, etc., As one goes through the Budget, you will observe that gains and losses are like two sides of the same coin. But still the best advantage needs to be worked out with proper interpretation of the import of goods and GST implications for indigenous goods. IIMM is pioneer institute in its continuous endeavor to improve specialized professionalism in Supply Chain Management and institutionalize the same. We had conducted few programs on GST and a good participation from the professional community was witnessed.

During the month of April 2018, IIMM Bangalore branch conducted various events, spread out over a period of a fortnight. These programs were organized as part of MM Day celebrations (23rd April 2018) wherein members and working supply chain professionals exhibit their culture and work professionalism and where IIMM acts as a platform for their elevation. There was a good participation from the students and professional fraternity coming in and delivering talks and also participation in the Matquiz events. I thank all the members wholeheartedly for their participation, and getting richly benefitted with the domain knowledge.

The institute also seeks your support by inviting you to become the members of our institute and also bring along with you, your colleagues so that the SCM fraternity grows over a period of time.

I wish to inform you that our Bangalore Branch has been instrumental in the development of our profession by regularly conducting various programs. For the success of all our activities, I earnestly request for your active participation in every event and also help us in increasing the membership strength of our Institute.

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Branch Chairman
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Address
Indian Institute of Materials Management,
304, 'A' Wing, Mittal Tower,
MG Road, Bangalore, India
Pin Code – 560 001

Telephone : 080 2532 7251/52
Fax : 080 2532 7253

E-mail ID :
iimmbg@airtelmail.in;
nagaraj.sm@iimmbangalore.org

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Disclaimer
Views expressed in MATEMANEWS are the contributors' and do not necessarily coincide with IIMM, Bangalore.
Dear Supply Chain Professionals,

Greetings for MM Day!!!!

As you are aware that, every year Materials Management Day is been celebrated on 23rd April by Indian Institute of Materials Management. The theme for this year’s Materials Management Day Celebration is “Transforming to Smart Digital Supply Chain: Fostering Technology Sustainability & Innovation”. In this special occasion, IIMM Bangalore Branch presents a special edition of MATEMANEWS exclusively for academic & resource development for its students, members, faculties, supply chain managers, industry partners and well-wishers of the Institute. The magazine is covering various topics viz., top supply chain trends, Incoterms and its applications, logistics in supply chain, uses of Government e-Marketplace (GeM), etc. which would be helpful for our professional community.

The 2018 is the year in which more supply chains abandon older supply chain management strategies and principles in favor of digital processes and technologies. Supply chain professionals are going to face uncertainty with opportunity. Digital technologies are becoming more prevalent in basic supply chain functions, and changes in legislation are likely to spur dramatic changes that will result in the need to reevaluate supply chain strategy in both domestic and international locations. As a Supply Chain/materials management professional we have responsibility to ensure maximum contribution for making smooth process flow of the business for our organization.

I would like to express my gratitude to IIMM Bangalore Branch and all authors to make this magazine a special issue for enriching the knowledge of supply chain community.

Thank you all!!

AKASH KUMAR GUPTA
Hon. Editor, MATEMANEWS
The Top Supply Chain Trends that will impact Supply Chain Management in 2018

PACHAMUTHU SENGOTTAIYAN
General Manager (Materials), DISA India,
Hon Secretary - IIMM Bangalore Branch
Member - Federation of Karnataka Chamber of Commerce & Industries

**Introduction**: Supply chain leaders will face 2018 with uncertainty and opportunity. Digital technologies are becoming more prevalent in basic supply chain functions, and changes in legislation are likely to spur dramatic changes that will result in the need to reevaluate supply chain strategy in both domestic and international locations. Similar to the supply chain maturity curve of technologies, supply chain managers should consider how top supply chain trends will influence operations in the coming year.

“The Top Supply Chain Trends that will Impact Supply Chain Management in 2018” is the second in our overall industry trends. A transportation management solutions company, will release 4 industry trends white papers focusing on Manufacturing, Supply Chain, Logistics, Transportation Management, Freight, and Procurement.

In the first section we will discuss the non-technological trends supply chain managers must know and then will hone in on the technologies that will impact the supply chain in 2018.

1. **Data-visualization Will Shorten Delivery Times**: Data visualization is technically a technology, but it is so much more than that. Data visualization can be applied to any supply chain process that presents users with information enabling the immediate adjustment of operations or sharing of information. In other words, the simple act of providing reports to executives and upper-level managers could be considered a form of data visualization, and better reporting will be a fundamental improvement in supply chains throughout 2018. Having more information will enable faster decision-making and help supply chain entities take advantage of value-added services and jobs, including services offered by third parties.

2. **Supply Chain Managers Will Focus on Increasing Perfect Order Deliveries**: Supply chain managers will put added pressure on employees, drivers and other individuals within the supply chain to increase perfect order delivery rates. Perfect orders are just that, perfect. They are the percentage of orders delivered to the right place, at the right time, in the proper condition, in the right package, with the right documentation, to the right customer, with the correct invoice and in the correct quantity.

   Although the industrial average sits at 84% today, that represents a 16% of all orders could result in customers choosing to shop with a competitor, as well as 16% of orders going through an extensive returns process. Instead of diverting more resources to returns management, supply chain managers should focus more on increasing the perfect order percentage, getting it right the first time, not the second or third time.

3. **Sustainable Practices Will be a Leading Focus of Supply Chain Executives**: Supply chain executives will also increase focus on sustainable practices, reducing waste and improving efficiency throughout the entire supply chain. In the logistics aspect of the supply chain, this equates to better monitoring and adherence to guidelines governing drive time, fuel use, deadhead and more.
4. Service Supply Chains Will Dominate the Market: Consumers using e-commerce solutions are also moving away from purchasing entirely new products, opting for more refurbished products and components to keep existing products working in good condition. This is the service parts supply chain, and it will see great resurgence in the coming year. Supply chain executives should ensure an existing service part supply chain can handle incoming demand from consumers. If consumers are forced to shop with a competitor for service parts, they are more likely to continue purchasing new products and making repeat orders with your competitor.

5. Supply Chain Management Will Finally Have a Standard Certification Process: Supply chain management has been a very complicated topic in recent years, and it seems like the number of platforms and services available has expanded exponentially. Every system is different, but this is merging into a single cohesive set of systems that can be integrated through the Internet of Things (IoT). As a result, supply chain management is approaching the point of having a defined standard certification process created. This will help encourage effective, efficient deployment of new systems and services, while helping to curb the existing skills gap. If potential employees, students and interested parties can pursue a certification, they are more likely to pursue it as a career option.

6. The Role of Social Media in Supply Chain Management Will Increase: Supply chains have used mobile technology for years, but 2018 will see increased use of social media accounts and marketing tools to increase supply chain management effectiveness. Since consumers sharing negative or positive product information through social media has a direct impact on cells, it is only natural for supply chain managers to look at social media use in greater detail. As a result, supply chain entities will begin using social media as a primary means of connecting with consumers, beyond traditional online, browser or app-based shopping experiences, says Supply Chain 24/7.

7. Flexible Processes and Elastic Systems Will Replace Traditional Supply Chain Management Strategies: Lean processes are standard in supply chains, including logistics, but 2018 will see a gradual transition to elastic logistics. This includes flexible solutions that allow the logistics infrastructure to meet market fluctuations, and it serves as a safeguard for established companies looking for a way to stay competitive as more startups increase. Furthermore, pressure on carriers and the transportation industry will result in greater use of elastic logistics methodologies, so supply chain managers must be willing to change and adapt.

8. Omnichannel Supply Chains Will Become Standard: Omnichannel is perhaps the biggest of the 2018 supply chain trends. 2018 will see more supply chains pursue omni channel strategies, eliminating inconsistencies and disparate systems and creating a cohesive, shopping experience for consumers. Although consumers may see a single stream of products, this represents a major change in the basic principles behind which supply chains operate. Existing systems will need integration, and checks must be installed throughout existing processes to ensure orders are fulfilled appropriately, says Steve Banker of Forbes.

9. Companies Will Focus on Integrating the Long Tail of Supply Chains to Incorporate all 2018 Supply Chain Trends: The long tail supply chain will also see big changes throughout 2018. According to Talking Logistics With Adrian Gonzalez, due to the complexity of integrating the so-called long tail of suppliers, carriers, customers and other trading partners, companies have followed the 80/20 rule to keep costs down. However, new systems and standards will effectively reduce these costs. Instead of focusing on a small portion of the top-moving products, supply chains can focus more on the 80% of products that their competitors tend to ignore. In addition, companies will begin the process of focusing on offering effective, efficient product returns and liquidation services. Better returns management and reverse logistics are essential to keep pace with the growing demand for e-commerce.
10. Supply Chains Will Use More 3PLs: Capacity will be a major driving force behind innovation and change in supply-chain in the coming year. Capacity is already tight, and the driver shortage is only expected to worsen. Rather than paying sky-high rates and feeling helpless, supply chain entities can double down efforts during negotiations by partnering with third-party logistics providers (3PLs). In addition, greater use of 3PLs, which usually offer better benefits, pay and freight rates than national carriers, may help actively reduce spikes in freight rates.

11. Warehouse Managers Will Work More on Attracting New Talent: Across the supply chain, the skills gap is quickly becoming a major problem. While much of the debate focuses on the driver shortage, it is important to note that the driver shortage is a subset of the skills gap. The next generation simply is not interested in positions within the supply chain, so supply chain managers will need to take steps to attract new, fresh talent to their organizations, and since talent is key to effective procurement management, manufacturers will need to locate talent well-versed in digital technologies and systems to ensure a continuous flow of inbound products.

This is the solution to the skills gap. Companies will be looking for younger, motivated talent throughout 2018, and they will be offering unique benefits, such as paid training, tuition reimbursement and mentoring programs to encourage more people to pursue careers within the supply chain. Incentive programs and continuous feedback from upper-level management can also help encourage retention and attract new talent.

12. Supply Chain Networks Will Respond to Potential Increases in Tariffs: The Trump administration has made no qualms about its disinterest in existing trade agreements, favoring a policy that brings manufacturing and supply chain positions back to the US. However, the possibility of complete withdrawal from existing free-trade agreements is a source of great concern for supply chain leaders. As the agreements that cover international trade grow and adapt in the coming year, supply chain networks will need to respond to regulations that may arise. Of all of the 2018 supply chain trends, an increase in tariffs or a backing off of existing trade deals is not yet fully known and hard to plan for.

Tariffs may increase, and fines or penalties for businesses that do choose to source operations overseas may become reality. In response, supply chains will increasingly focus on moving operations back to the US throughout the remainder of the year, also known as reshoring, as well as fine-tune overseas operations and negotiate new service level agreements (SLAs) with their respective partnering companies.

13. Supply Chains Will Go Digital: 2018 will be the year in which more supply chains abandon older supply chain management strategies and principles in favor of digital processes and technologies. According to Wunderlin, supply chain entities will develop specialized teams to focus on innovation and better ways to deploy digital technologies.
Incoterms and their Applications

SRINIVAS V. RAO
Head SCM, Meitra Hospital, Kozhikode
Branch Chairman, IIMM Bangalore Branch

Incoterms rules mainly describe the tasks, costs and risks involved in the delivery of goods from the seller to the buyer. The risk to goods (damage, loss, shortage, and so on) is the responsibility of the person who holds the ‘title of goods’ at that point of time. This may be different from actual physical possession of such goods. Normally, unless otherwise defined, the title of goods passes from the supplier to the purchaser in accordance with the terms of delivery (FOR, CFR, among others). The terms of delivery, therefore, specify when the ownership and title of goods pass from the seller to buyer, along with the associated risks. Incoterms as described by the International Chamber of Commerce are an internationally accepted interpretation of the terms of delivery.

These terms of delivery allocate responsibilities to the buyer and seller, with respect to:

i) Control and care of the goods while in transit;
ii) Carrier selection, transfers and related issues;
iii) Costs of freight, insurance, taxes, duties and forwarding fees; and
iv) Documentation, problem resolution and other related issues.

### INCOTERMS BY GROUPING

<table>
<thead>
<tr>
<th>Group E</th>
<th>EXW – Ex-Works</th>
<th>Any mode of transport</th>
</tr>
</thead>
<tbody>
<tr>
<td>Group F</td>
<td>FCA – Free Carrier</td>
<td>Any mode of transport</td>
</tr>
<tr>
<td></td>
<td>FAS – Free Alongside Ship</td>
<td>Sea and inland waterway transport only</td>
</tr>
<tr>
<td></td>
<td>FOB – Free On Board</td>
<td>Sea and inland waterway transport only</td>
</tr>
<tr>
<td>Group C</td>
<td>CPT – Carriage Paid</td>
<td>To Any mode of transport</td>
</tr>
<tr>
<td></td>
<td>CIP – Carriage and Insurance Paid to</td>
<td>Any mode of transport</td>
</tr>
<tr>
<td></td>
<td>CFR – Cost and Freight</td>
<td>Sea and inland waterway transport only</td>
</tr>
<tr>
<td></td>
<td>CIF – Cost, Insurance and Freight</td>
<td>Sea and inland waterway transport only</td>
</tr>
<tr>
<td>Group D</td>
<td>DAT – Delivered At Terminal</td>
<td>Any mode of transport</td>
</tr>
<tr>
<td></td>
<td>DAP – Delivered At Place</td>
<td>Any mode of transport</td>
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<tr>
<td></td>
<td>DDP – Delivered Duty Paid</td>
<td>Any mode of transport</td>
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</tbody>
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#### NOTES:

- The letter F signifies that the seller must hand over the good to a nominated carrier Free of risk and expense to the buyer. Seller arranges pre-carriage to reach an agreed point for handling the goods over to the carrier.
- The letter C signifies that the seller must bear certain Costs even after the critical point for the diversion of the risk of loss or damage to the goods has been reached.
- The letter D signifies that the goods must arrive at stated destination.
- The DAT and DAP have been added to Incoterms 2010.

In use since 1936, Incoterms have been revised in 2010. Out of the 11 Incoterms options, seven apply to all modes of transportation whereas four apply only to water transportation. The options range from one extreme – the buyer takes full responsibility from point of departure – to the other extreme: the seller is responsible all the way through delivery to the buyer’s location. It is easiest to understand terms as per their nomenclature groupings: ‘ex’ group of terms where the buyer takes full responsibility from point of departure; ‘free’ group of terms in which the freight is not paid by the seller; ‘C’ group of terms in which the freight is paid by the seller; and ‘delivered’ group of terms where the seller takes full responsibility from an intermediate point to an arrival point. Within national transportation, certain terms have assumed acceptance due to usage. FOR has two versions: FOR/dispatching and FOR/destination (the buyer is responsible from the nominated point mentioned till arrival point, as in Delivery at Terminal). Infrequently, it is also used in road transport as FOT.
Duties of Seller & Buyer according to Incoterms 2010

<table>
<thead>
<tr>
<th>Incoterm</th>
<th>Loading on truck (carrier)</th>
<th>Export- Customs declaration</th>
<th>Carriage to port of export</th>
<th>Unloading of truck in port of export</th>
<th>Loading charges in port of export</th>
<th>Carriage to port of import</th>
<th>Unloading charges in port of import</th>
<th>Loading on truck in port of import</th>
<th>Carriage to place of destination</th>
<th>Insurance</th>
<th>Import customs clearance</th>
<th>Import taxes</th>
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<td>Buyer</td>
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<td>Buyer</td>
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For more details please contact IIMM Secretariat
Indian Institute of Materials Management
#304, 306 & 307 ‘A’ Wing, 3rd Floor, Mittal Tower, No.6, M.G.Road, Bangalore – 560 001
Secretariat : Ph: 25327251 /25327252 Mobile: 9900862486

Indian Institute of Materials Management Bangalore Branch
Announces Two-day Workshop on
"Analysing Supply Markets and Developing Supply Strategies"
On 17th and 18th May 2018
at IIMM Office Conference Hall, 304,306 & 307, ‘A’ wing Mittal Towers, M.G. Road, Bangalore – 560 001
Delegate Fees: For IIMM Members: Rs. 5,000/- + GST 18%
Others Rs. 5,500 / + GST 18%

Indian Institute of Materials Management, Bangalore Branch is organising an Monthly Evening Lecture program on “Block Chain Technology in Supply Chain Management” on 25th May 2018 for the benefit of Members and Students at 6.30pm at Woodlands Hotel, Rajaram Mohan Road, Bangalore – 560 025 at 6.30pm
Speaker: Mr. Prasahnth Balasubramanian, BE, MS, ETH Zurich University, Switzerland, CEO - LASTBIT - Bangalore
All members and students are requested to attend the Lecture Program.
Critical Inventory Logistics in Supply Chain

P. VISWANATHAN
Executive Committee Member
IIMM Bangalore Branch

Critical inventory logistic takes the commitment to the next level by elevating critical inventory supply chain with the optimal combination of service location and technology. It does cover everything from order and transport optimization, inventory management even visibility of management, and reverse logistic. The goal is to understand the individual customization of the proposal and network of the solution, based upon customers set of requirements. Critical inventory logistic workout to make customer distribution operation more efficient, as well as improve the transportation net work, and provide long-term solutions. Extension of leverage to customers thus enables them to meet critical inventory needs, while enforcing revenues and improving customer service.

The most important is to provide and especially focus on developing companies to better and utilize the existing inventory while keeping their safety solution, and stock reserves to a minimum, which in turn helps to cut costs and avoid customer service issues that arise when critical parts are unavailable.

Critical inventory logistics have certain criteria 1. Order processing. 2. On demand cost estimation and quotations. 3. Optimized sourcing location, and mode of transportation. 4. Order entry inventory location release and alternatives. 5. Dispatch operations and information.

Critical inventory logistic has helped 1. Improve delivery performances with a choice from wide and large transportation services to match any unique requirements. 2. Focus on core competence as it is able to allocate resources and given importance to most important functions, and thus increase efficiency with maximum human resources function. 3. Greater cost savings, since investment and ongoing expenses are associated with building and maintain proper supply chain infrastructure, and order management system in to compete with worldwide movement so as to meet the critical service parts and finished goods, and provide supply chain visibility.

Critical inventory logistic is a comprehensive end to end logistics solution designed to optimize the management of critical inventory, and service parts distribution and returns, it also has a provision for single based central stocking warehouse location, and an integrated location for stocking parts which are integrated through information management.

Inventory management will be automated and replenished with tracking and tracing by order, part number, serial number with lot numbers which will be available in detail. Delivery will be given preference and made within hours, days in some of the specified areas. Complete end to end inventory classification and transportation of real time either by the fastest means of transport will be feasible. Recovery management principle can be adopted through command and control. Critical shipments managing to utilize a single global system to reduce complexity and get support, of a multiple order system, and to support more flexibility in distribution, and to take up an order of real time capacity, and also the shipment necessary for tracking and tracing the follow up the inventory with good visibility, provide a good cost estimate, and rate specification to calculate the accuracy of the specific service level agreement or business regulation, for better control, and good monitoring for critical orders, with dedicated command and control to monitor orders and check in the stock levels in supply chain.

Benefits of good customer service through proper shipments and return if any, and good network of distribution management will become feasible for efficient supply chain. Improved inventory management will on time delivery, which will reduce safety stock, control cost of order and only material that are needed, and they are delivered to meet the required level of service as this will lower the cost. Digital expansion will overall improve logistic activities, and capabilities to speed up the process of ordering, pick-up, delivery, which will be a huge investment, and to transform into a multichannel organization.
Service part for especially electronically, automobile, or manufacturing industries, has moved to stand alone, since service is a new business in logistic, and finance, and since repairs are more adaptable for changes for strategies to reduce labor, and equipment costs, and standardize repair function which result in greater business efficiency. Critical inventory logistic can improve parts support for customers and achieve demand satisfaction close to cent percent by operating closed controlled stocking facilities of parts, and delivery of the parts when they are needed, through in depth supply chain analysis, and critical inventory logistic can develop multi-tiered support strategies to meet the parts acquisition needs, and these includes parts kept in stock, on hand, and forward requirement parts for future, and delivery parts with centralized stocking system, with overnight shipment to facilitate ordering.

Inventory logistics have the parts that are being used and also parts requested to be kept, but it may not be stocked, till the accuracy of the stock items, for which inventory will be optimized, and the satisfaction of having identified parts. If parts are found to be costly and not used frequently, since they carry lower percentage of needs, and perhaps less service, and also this reduces the investment in inventory. If ordered parts are that positively be delivered as planned, then there will be no necessity to stock parts, in different stocks as required, and if a trust is created, then there is a liability, to stock additional stock items, and this is liable to increase in investment cost. A centralized warehouse and shipping is ideal, that require stocking low cost, and high cost parts which will be in existence, and a reversely logistic is not a consideration for parts, since they are rarely returned.

Digitalization in critical inventory logistics in supply chain, can bring in better consideration in just-in-time sourcing, reduce order to stock, decentralize inventory holdings, to meet delivery time requirements, streamline route to markets, taking into consideration wholesalers and retailers, and also turn multi-day deliveries into immediate or hourly deliveries, reduce overseas delivery, and possibly turn next delivery, into the same day delivery, and possibly reduce shipment batch sizes, and there is possibility of turning fixed day deliveries into a time definite deliveries, and then less than load into parcel load shipments, thus reducing number of logistic openings in warehouse into a value added severe to make stock into made-to-order, and there be a liability so that supply chain in critical inventory logistics is expected to strike a result of digitalization, either in revenue or size.

The economic benefit from inventory reduction is evident. When the average cost of inventory is between 30 to 35 percent, of the value held in stock, or that a firm carries, a substantial amount of inventory of its costs move to hold inventory as per critical inventory logistics, as costs are mainly due to obsolescence, insurance, and opportunity costs, and if the amount of inventory is reduced to minimum, for instance the firm or the organization would save a good amount which goes directly to the bottom line, and that is savings from reduced inventory, which may result in increase profit. The focus is on setting a critical inventory logistics where the desire is to maintain minimum stock of inventory that can be delivered to a customer on demand, the concept of customer order, decoupling point, which point is where inventory position is allowed to be processed in supply chain and operate independently. In case if the product is stocked with the retailer or manufacturer, and the customer is in need of the product or item from the warehouse or shelf or manufacturer or retailer, and if the manufacturer is not aware of the order, in this case the inventory acts as a buffer to separate the customer from the manufacturer, a selection of decoupling point which is a strategic decision that decides customers lead time and has a great impact on inventory investment.

An integrated port community system setting critical inventory logistic, for instance is a digital platform that connects multiple system and enable standardized communication within and across various logistic modes connected to the port is implementing a port continuity data platform for improving of movement of vessel s and goods across Road, Sea, and rail transport. The traffic center receives sensor based information for short term road traffic forecasts wagon and freight related information from rail informants as real-time electronic information from incoming sea vessels road transport, or rail. The central co-ordination minimizes waiting time ensuring smooth traffic flow.

Collaborative relationship concept has been considered the essence of critical inventory logistic in supply chain as a closer examination of supply chain relationship particularly involving product flow, and the heart of these relationship is inventory movement and storage, much of which is involved in managing relationship which is based on purchase transfer or management of inventory which plays a critical role in supply chain, and it is a salient focus of supply chain.
GeM – Procurement Reimagined

AKASH KUMAR GUPTA
Executive Committee Member,
IIMM Bangalore Branch

GeM (Government e-Marketplace) is a portal with a mission to transform the procurement process of goods and services by Government Ministries / Departments, PSUs, autonomous bodies etc. GeM aims to save time, money, and effort by bringing in transparency, ease of use and technology.

The Philosophy: GeM is a movement. It is a key program and a transformative ideology that has come through. In words of Victor Hugo (1802-1885) “Invasion of Thousand armies can be halted, but not an idea whose time has come”. GeM is one such idea. In the words of our Honourable Prime Minister, “The Government is committed to curbing corruption. One of the key aspects of this objective is to minimize the human transactional interface. Accordingly, the public procurement is being transformed by leveraging the technology such as online market places and e-tendering.

GeM also offers other advantages, such as minimizing prices while maximising ease, efficiency and transparency. It will help enhance processes in ways such as demand aggregation, real time price discovery and prompt automated payments. "Ease of Operation, Transparency and minimising the prices are just incidental. The essence of the agenda is to ensure transparency. Where there is a transparency with a selected timeline, prices automatically go down.

Vision and Purpose: GeM or the Government e-Marketplace started as a small initiative based on recommendations of the group of secretaries on transforming the current procurement processes in the government. The aim was to make the entire procedure transparent, efficient and open, thus, providing a level playing field to all. This would in turn enable the participation of entities, which so far have not been able to engage. This necessitated compliance with certain rules and regulations that government mandates by way of ensuring that the procurement of whatever services and goods are done by the government agencies are the right items, the right services at the right price or the best price and in a totally transparent manner to ensure that every well-intentioned stakeholder is given a fair opportunity to be a part of this procurement process.

GeM is an end-to-end solution because it brings in digital India vision, which is paperless, contactless and cashless. All records can be digitally archived, retrieved, and audited because all of it is logged and trailed. Payment is end-to-end integrated with the banking system or a PFMS or an integrated treasury management system of any state, to ensure that cash or Cheque transactions is unnecessary. A major transformative part of the whole end-to-end solution also ensures that this transparency successfully brings to an end any credibility and corruption issues or any other aspect which leads to questioning of the whole quality of the transaction.

Based on the recommendations by the group of Secretaries, a brainstorming session led to the formation of a transformative idea of an end to end solution, it was suggested that:
(a) The entire outdated process of procurement would be changed
(b) Restricted market place would be Open to All
(c) Procurement would be made speedy and transparent with the aid of technology

• This would ensure that the Government gets the right product at right price at right time from right source and the right quality and quantity.

• Post the recommendations by the group of Secretaries, the task was given to The Ministry of Commerce & Industry represented by erstwhile DGS&D and their development partner was Ministry (National e Governance division) of Electronics and Information Technology. This is a Digital India initiative with erstwhile DGS&D creating the concept of GeM which was unfolded on August 9, 2016.
In brief, GeM is an end-to-end Government-e-Marketplace, hosted by DGS&D where common user goods and services can be procured by various government organisations.

**Experience the new and enhanced GeM 3.0:** Government e-marketplace (GeM), a national portal to make the public procurement transparent and simpler. Envisaged by the Government of India, GeM strives to keep pace with the ever-evolving technological challenges and stakeholder aspirations.

Introducing GeM 3.0, a more robust, flexible e-marketplace with an intuitive User Interface (UI) to make procurement simpler than ever. The GeM portal is currently used by almost all departments/organisations of the Central Government. Organisations from 23 States/UTs are already using GeM. Government has made procurement of products and services available on GeM mandatory to all the central government ministries, departments and central government organisations. The General Financial Rules were amended in March 2017 and Rule 149 introduced in this regard.

**Features of GeM:**
- Quick Registration on GeM - a buyer can register himself in maximum of 15 minutes and a seller takes just 7 minutes.
- End to end system - from buyer/seller registration to payment on one platform
- Automatic Registration authentication & verification - through Aadhaar, PAN, MCA21 etc.
- Highly secure - contract documents generated online and e-signed
- GFR compliant, completely paperless, and a cashless system
- Available anytime, anywhere and completely online - from registration to listing & processing services & goods and processing orders & payments
- Trust based self-certification system with a robust mechanism with real time authentication
- Multiple procurement options – Direct purchase, L1, Bidding & Reverse Auction
- Complete Audit trail - from supply order to bill generation & payment in one place
- Multiple payment options – like banking, PFMS etc.
- Quick payment within 10 days
- Market Page - view, search, use filters, compare and add to cart
- Price comparison with major e-commerce sites like Amazon, Flipkart, etc.
- Notification through email and SMS of all information
- Training and call center support

**Benefits of using GeM:**
- Provides transparency, efficiency and speed in public procurement.
- Lower Prices.
- Supports “Make in India”
- End to repetitive tendering.
- Lower administrative and transaction costs.
- Effective financial and budget management.

**Why Buy on GeM?**
- Provides transparency and ease of buying
- Market based bunching of products and services
- Direct Purchase / e bid / RA
- Provision of easy return policy
- Efficient vendor rating system
- Role-based dashboard for buying, monitoring supplies and payments
- Various products/services on offer from multiple sellers
- Market Search / Comparison
- Integrated Payment System
- Contact Centre and Online Training Modules
- Market page Filters and Multi-cart Functionality
How to Register as a Primary Buyer?


1. Verify key credentials of the Primary Buyer
   a. Sign-Up using your Aadhaar and registered mobile number
   b. Verify your Aadhaar details with OTP sent to your registered mobile number
2. Complete the signup as Primary Buyer by filling all the fields
3. Verify the OTP sent to your registered email id
4. Once verified, you can set up your login credentials and agree to the terms and conditions to successfully create your account
5. Click YES or NO to specify if you are the primary authority for your organisation using the account
6. To complete the registration process, you must fill in the following information
   a. Organisation Details: (i) Address (ii) Contact Number (iii) Website URL
   b. Payment Details: (i) PFMS-Central Government Civil Ministries using Public Financial Management System method
      (ii) Internet Banking-SBI E-payment account details (iii) Offline Banking-Bank account details
   c. Personal Information: (i) Designation (ii) GSTIN
   d. Referral Verification: (i) Name (ii) Official Email Id (iii) Official Phone Number

Once all the above information is fed and saved, your registration process is successfully completed!

How to Register on GeM if you are a Secondary Buyer?

Once you have a Primary Seller account with GeM, you can further create secondary users/buyers within your account using the following steps
1. Login using your Primary Buyer Account on https://gem.gov.in/ and click on the 'User' tab
2. Click on the 'Add Secondary User' tab and create divisions for your Organisation
   • Provide the details about the division you have created, detailed address of the division if it is different from the organisation address
   • If both organisation address and division address are same, you can check the 'Address same as Organisation' box and then click the 'Add' button.
3. For creation of an entity, click on Manage Posts, enter all the required information and click on add Post
4. Select the post you created and provide the email ID of the sub user to be created

Indian Institute of Materials Management
Bangalore Branch
Announces Two-day Workshop on
Cost Reduction in Sourcing & Purchasing
On 26th and 27th April 2018
at Royal Orchid Central, Manipal Centre, Dickenson Road, Bangalore – 560 042
Delegate Fees: For IIMM Members: Rs. 5,000/- + GST 18%
For Others Rs. 5,500/- + GST 18%

For more details please contact IIMM Secretariat
Indian Institute of Materials Management
#304, 306 & 307 ‘A’ Wing, 3rd Floor, Mittal Tower, No.6, M.G.Road, Bangalore – 560 001
Secretariat : Ph: 25327251 /25327252 Mobile: 9900862486
Supply Chain Transformation for better result

Ramakrishna GA (GDMM Student, IIMM)
Hoysalanagar, Bangalore
Mobile : +919632827625
Email ID : ramakrishnagowdagere@gmail.com

Introduction: To maintain competitive advantage, organizations must change and evolve over time. Often, Supply Chain Leaders are responsible for delivering on the business case for Organizational transformations.

Executive Summary: Riddled with cost and schedule overruns, critical projects often miss delivery results, negatively impact service, and directly affect profits. This paper delves into the specific approaches, issues, and challenges of three companies that struggled with large-scale, business transforming programs. Despite their best intentions, these companies failed to deliver on the promised business value. As a result, customer service suffered, stock prices declined, organizational and personal reputations were damaged, and many careers were negatively impacted. These companies and individuals didn’t successfully “weather the storm.”

What’s the Problem? Simply stated, large organizational change is hard. Conner Partners has over thirty-five years of experience leading Transformational change. They suggest the success rate for transformational business imperatives is only 30%; 70% failed to realize their full objectives. In further support, Martin E. Smith, PhD suggests the “Success rate for different types of organizational change” ranges between 19% and 46%, as shown below.

And based on research by Jennifer A. LaClair and Ravi P. Rao, organizations most skilled at implementation realized 143% of their initiative’s expected value. But least-skilled organizations realized only 35% of the anticipated return.

What’s Wrong with the Traditional Approach to Supply Chain Projects?
The traditional approach to large-scale change often consists of:

- Implementing multiple, disparate point solutions and/or systems without a comprehensive and integrated strategy, approach, and resource plan
- Not investing in clarifying and building sufficient leadership alignment around a common goal
- Failing to address the human side when determining if the organization is ready for implementation (addressing Issues like resistance, commitment, cultural impact, etc.)
- Failing to connect business goals with implementation efforts making it difficult to realize the business case as outlined and intended
- Limiting buy-in across all the stakeholders resulting in conflicting interests (what’s in it for me?)
- Relying heavily on consultants and/or 3rd parties to drive success

(Success rates for different types of organizational change)
Unfortunately, this traditional approach delivers unsatisfactory results including:

- Key components of the business case are not met
  - True purpose of the initiative not fully accomplished
  - Diminished service levels
  - Increased operating costs
  - Stifled business growth

- Unrealized expectations
  - Loss of customer goodwill
  - Diminished reputation & negative impact on careers
  - Company value being downgraded by Wall Street or others
  - Morale issues

- Schedule delays
- Capital budget overruns
- Long stabilization periods
  - Excess labor
  - Poor service levels
  - Reactive vs. proactive approach to supporting business

**Case Studies**: The following table summarizes the journeys of three companies that embarked on less-than-successful supply chain transformations.

<table>
<thead>
<tr>
<th>Case Study 1: Specialty Retailer</th>
<th>Case Study 2: Parts Wholesaler</th>
<th>Case Study 3: Large Business Unit for Conglomerate</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Intended Business Imperative</strong></td>
<td>Enable Growth – need for new DC (existing site at capacity); desire to drive sales through automated Value Added Services (VAS) (i.e. personalization)</td>
<td>Enable Growth – expansion from the Midwest to the West to take advantage of competitive opportunities</td>
</tr>
<tr>
<td></td>
<td>Improve service levels through productivity and throughput improvements; reduce order cycle time 45%.</td>
<td>Reduce transportation costs in dedicated network (closer to customers, fewer miles)</td>
</tr>
<tr>
<td></td>
<td>Implement IT strategy to improve support and reduce cost required move from homegrown to Tier 1 systems</td>
<td>Improve customer service levels and response times.</td>
</tr>
<tr>
<td><strong>People</strong></td>
<td>Multiple consulting firms engaged (separate firms for Conceptual Design, Detailed Design, Material Handling Equipment, Systems, etc.)</td>
<td>Top management verbally supported program objectives, but failed to provide authority to work-stream leads and accountability for results; leaders lacked courage and discipline — “decision by consensus”.</td>
</tr>
<tr>
<td></td>
<td>All training performed in a classroom setting (no floor training) – inhibited adoption</td>
<td>Program resources lacked in number, experience, level of dedication</td>
</tr>
<tr>
<td></td>
<td>Most users saw the new DC for the first time at go-live; only “key people” allowed prior access to the building.</td>
<td>Resistance to adoption of best practices, maintain status quo</td>
</tr>
<tr>
<td><strong>Processes</strong></td>
<td>Added new process for personalization (VAS) as well as quality audits</td>
<td>Cross-functional design process not utilized, Limited existing SOPs (operations, finance, HR, IT)</td>
</tr>
<tr>
<td></td>
<td>Limited existing SOPs (operations, finance, HR, IT)</td>
<td>Locked program management structure (documentation, discipline, accountability)</td>
</tr>
<tr>
<td></td>
<td>Locked understanding of transition management and the impacts of change</td>
<td>Locked understanding of transition management and the impacts of change in processes</td>
</tr>
<tr>
<td><strong>Assets (Inventory, Equipment, Facilities)</strong></td>
<td>Retrofit of a building that had not been used in years.</td>
<td>Moving from 1-DC to 2-DC Network (largest transformation in company’s history)</td>
</tr>
<tr>
<td></td>
<td>New unit &amp; shipping sorters, AS/RS, returns systems &amp; conveyor</td>
<td>Numerous capital investments required for MH EPR, WMS, inventory, transportation were underestimated.</td>
</tr>
<tr>
<td></td>
<td>Operations design based on too many assumptions; each party was working with different assumptions; design was over-engineered and lacked flexibility</td>
<td>Limited funds earmarked for Program Management.</td>
</tr>
<tr>
<td></td>
<td>Executive workers in existing facility had “tribal knowledge” of processes; were excluded from new facility process development</td>
<td>Brand new facility</td>
</tr>
<tr>
<td></td>
<td>Required specialized equipment to accommodate shift to e-commerce business (company lacked experience with this type of equipment).</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Inventory strategy issues (allocation of SKU’s for wholesale and e-commerce were often at odds)</td>
<td></td>
</tr>
</tbody>
</table>

Case Study 1: Specialty Retailer
Case Study 2: Parts Wholesaler
Case Study 3: Large Business Unit for Conglomerate
So what was the common element that caused these program failures? A simple internet search for “why projects fail” can lead to some insight. Note that every company exhibited at least 8 of these common characteristics of project failure.

<table>
<thead>
<tr>
<th>Top 10 Reasons Projects Fail</th>
<th>Case Study 1</th>
<th>Case Study 2</th>
<th>Case Study 3</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lack of Top Management Support</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Too Few Resources (People, Time, Budget)</td>
<td>No</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>Lack of Project team knowledge and accountability</td>
<td>No</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>Poor Methodology and / or Communication</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>“Silo” approach (not assessing impacts across people, process, systems and equipment)</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Lack of cross functional participation and end user involvement</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Poor Programme Management (Timeline and scope ill-defined or not well managed)</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Poor transition programs</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Misaligned expectations of the applications (ERP, WM, ECS, other)</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Resistance to change</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>8</td>
<td>10</td>
<td>8</td>
</tr>
</tbody>
</table>

What these programs needed was a combination of both Program Management and Transition Management. Program Management focuses on leading a group of interdependent projects to achieve a business imperative. Transition Management is broader and includes assisting the individuals, teams, and organization as a whole, as they move from the current state to the desired future state. The focus is on achieving the full business outcome that was outlined in the original business case for investment.

**The Recommended Approach:** Successful programs start by defining the business case for change. Transformation is not about installing a system or implementing new processes. It is about achieving significant business results. With an “end in mind” approach, clearly define the qualitative and quantitative success metrics to which the team will be held accountable.

Next, successful transformations integrate both program and transition management principles into the project. Let’s consider a supply chain transformation that involves hiring a 3rd party to focus on integrating systems (ERP, WMS), a construction management firm to manage site selection, and a systems integrator for MHE implementation.
Program management provides a framework for effectively leading each of these work streams to achieve their respective goals. And Transition management has a goal to ensure adoption throughout the organization. So interdependencies across work streams are identified, leaders are assigned and held accountable to deliver, stakeholders are provided visibility to program status, and the overall program effort is integrated and synchronized. Additionally, transition management outlines the personal benefits the program will deliver to the each stakeholder, knowing that motivating people will make or break success.

A good way to think about it is that program management begins with planning efforts and progresses through conversion. Transition management begins by defining the end state and moves backwards to identify the changes that need to occur to achieve that end state. A combined approach leads to a superior end result.

The graphic, below, illustrates Fortna’s recommended approach to Supply Chain transformations. The foundation of the transformations is Program and Transition Management. Coupling this with Delivery and Operational Readiness ensures all work streams (i.e. sub-projects) support and are supported by other interdependent work streams, while the program’s intent, direction, integration, and interdependencies are fully aligned. For example:

- Associate training cannot take place until the WMS functionality has been designed, tested, deployed, and tested
- Material handling systems cannot be installed until the site is capable of receiving equipment (i.e., the roof has been completed)
- Delivery and receiving of initial inventory cannot occur until the WMS is operational, storage media is installed and labeled, and associates are available who have been trained in receiving processes

**Recommended Approach for Large Scale Supply Chain Transformations**

This integrated approach ensures that:

1. A formal business case is developed up front as the basis for all program activities;
2. “End in mind” thinking is employed from the start;
3. Interdependencies across all work streams are defined and understood; and
4. The entire organization is ready to successfully operate on day one, achieving the business case.

Successful programs must also incorporate tools and communication vehicles to enable success:

1. Integrated Master Schedule (focused on work streams – i.e., projects)
2. Master Calendar (focused on resource availability)
   - Weekly or Daily Status Update Reports
   - Risk Assessment, Issue Tracking and Decision Logs
   - Program Repository for all documentation (contact lists, calendars, charters, logs, etc.)

Lastly, successful programs incorporate an on-going Quality Assurance (QA) process to help ensure that program goals are met and the original intent and business case are realized. QA generally relates to the quality associated with the solution and not the process. Fortna recommends a QA process that focuses on 9 key areas:

1. Quality of Work
2. Skills & Experience of Team
3. Communication Tools and Effectiveness
4. Value Being Delivered and Realized
5. Trust Between Team and Stakeholders
6. Relationship and Synchronization between Work Streams
7. Commitment to Success
8. Project Administration
9. Risk Management

Supply chains are being transformed and are delivering:

- Better visibility of sales, inventory and supply chain 
- A greater degree of control
- Greater integration of operations, processes and technology with business goals

While this means that supply chain experts have become hotly sought after and have ample opportunity to shine, it also means that competitor businesses are doing the same. Doing nothing is not the default option. Luckily the process of transforming your supply chain is no longer as daunting as it was even a decade ago. Supply chain technology is evolving rapidly. Systems no longer have to be monolithic, hard to adapt and hard to walk away from. They can be evaluated, implemented and have paid for themselves in a single business cycle.

Retailers are, on average, upgrading their systems every 10 years, so even if you have supply chain technology in place it may not be very long before you think of renewing it.

**Summary** : Major transformational change is difficult. Up to 70% of large-scale programs fail to realize the intended benefits. Successful companies follow a proven approach that includes both Program Management and Transition Management methodologies, and incorporates a strong Quality Assurance program. They realize that their projects are as much about the “humans in transition” as they are about achieving tasks. They understand that key areas of the business must be integrated and synchronized around a financial business case.

### Program Management:
- Provides a framework for leading each work stream effectively.
- Includes transition management for adoption.
- Ensures interdependencies are identified.
- Leaders are assigned and accountable.
- Stakeholders are provided visibility.
- Programs are synchronized and integrated.

### Transition Management:
- Outlines personal benefits for stakeholders.
- Motivates people to ensure success.

### Recommended Approach:
- Develops a formal business case.
- Uses “end in mind” thinking.
- Identifies interdependencies across work streams.
- Ensures the entire organization is ready.

### Tools and Communication Vehicles:
- Integrated Master Schedule.
- Master Calendar.
- Weekly or Daily Status Reports.
- Risk Assessment and Issue Tracking.
- Program Repository for all documentation.

### Quality Assurance:
- Concentrates on 9 key areas:
  1. Quality of Work
  2. Skills and Experience of Team
  3. Communication Tools and Effectiveness
  4. Value Being Delivered and Realized
  5. Trust Between Team and Stakeholders
  6. Relationship and Synchronization between Work Streams
  7. Commitment to Success
  8. Project Administration
  9. Risk Management

### Supply Chain Transformations:
- Deliver better visibility, control, and integration.
- Enhance technology to evolve rapidly.
- Features systems that are adaptable and scalable.

### Summary:
- Major changes are difficult and require careful planning.
- Up to 70% of programs fail.
- Successful companies follow a proven approach.
- Emphasizes the importance of integrating “humans in transition.”
Best Complements From

Sandstorm Equipments Co. Ltd.

# 18. 18/8, 1st Floor, SBI Building
Cambridge Road, Ulsoor, Bangalore – 560 008
Ph: 080-2536 3229
E-mail: sandstorm.machines@gmail.com

Best Complements From

Venus Office Needs

No: 20, 4th Main Road, 13th Cross, Sampangiram Nagar,
Bangalore – 560027 Ph: 080-2223 5435
RECAP OF EVENTS

29th August 2017 – In-house Training Program

Indian Institute of Materials Management, Bangalore has organised an In house training program on “Incoterms and Contract Management” for executives of Weir Minerals (India) Pvt. Ltd. Peenya, Bangalore at their premises. Mr. M.S. Shankar Narayanan, Past Chairman and Sr. Faculty handled the sessions. Program was well received by the participants.

5th September 2017 - Teacher's Day ceremony in IIMM, Bangalore

Present Dr. C. Subbakrishna, Mr. P.M. Biddappa, Mr. M.S. Shankar Narayanan, Mr. M.R. Achyutha Rao, Mr. P. Viswanathan, Mr. H.R. T. Chari, Mr. Shama Sunder A.V. Mr. K. S. Mohan Kumar, Mr. P.L. Mohan, Mr. Rajendran K.P. Mr. A. Kader, Mr. C.L. Roy, Dr. Chandra Shekar, Dr. Sunil Desai V.R. and Dr. S. Chandrashekar.

All the faculties present introduced themselves briefly. Mr. M.S. Shankar Narayanan, Past Chairman and NC, from Bangalore, welcomed all the faculties with a rose flower. He spoke about updating of faculties in view of the changed circumstances. He emphasised that the faculties should take students into confidence and create a learning atmosphere. He also spoke that the case studies should be given more importance in teaching as the same will work as a better method to reach out to the students.

Mr. Achyutha Rao, Course co-ordinator present on the occasion, read out Chairman’s Message sent by Mr. Srinivas V. Rao, who unfortunately was unable to join Teachers Day Celebration, as he was down with viral fever. He explained the significance of Teachers Day. He informed that Teacher’s Day is celebrated as a mark of respect to Dr. Radhakrishnan, Former President of India, as he himself was a teacher in his earlier days and also held high esteem to Teachers. Various quotes on the occasion of Teachers Day including our Hon. Prime Minister’s quote that “We must acknowledge the importance of Teachers to the society”. Similarly, quotes of eminent people such as Micheal Porter who is the champion of Value Chain were shown in his presentation. He stressed on the point that IIMM has a major role in to play in social mobility.

Former National President IIMM, Dr. C. Subbakrishna, cut the cake on the occasion and spoke about the role of Teachers in the present business environment. He spoke on upgrading the skill of faculties in terms of latest technological tools which are already being practised by IIMM students. These tools are such as IoT, IoE, Robotics, artificial intelligence, Data Analytics etc including many customised softwares in supply chain. He narrated an anecdote concerning to Albert Eisenstein with a message that we have to catch up with time and answer the same questions with change in time. He also spoke that unlike earlier days when only SCM manufacturing sector was being considered, today the business has several dimensions and various sectors like Mining, Hospital, Hospitality, Textile garment, Projects, BPO and software Service sectors have subtle differences among them. Faculties have to keep in mind that IIMM students will be a mix up from these sectors. He gave a quote that “If a Teacher is not learning while teaching, he is not teaching”. He said that the job of teacher is to create thirst in students which triggers him to run for further learning.

All the faculties present were requested to speak few words and their opinions were recorded. Major being that IIMM should have their own campus and also try to convert into deemed University, which enable them to offer Degrees and Diplomas instead of depending on other Universities whose experiences have not proved good.

Mr. Achyutha Rao proposed a vote of thanks and thanked each and every faculty for their interest in IIMM and also to come and give their views. The meeting concluded with an exchange of greetings.

5th September 2017 – In-house Training Program

Indian Institute of Materials Management, Bangalore organised an In house training program on “Legal Aspects on Purchasing Management” for executives of Weir Minerals (India) Pvt. Ltd. Peenya, Bangalore at their premises. Mr. H.R. Gowri Shankar, Advocate and Tax Consultant, Sr. Faculty, and Mr. A.R. Krishna Murthy, Sr. Faculty handled the sessions. Program was received well by the participants.
08th September 2017 - In-house Training Program

Indian Institute of Materials Management, Bangalore Branch conducted a One day workshop on “Advanced Technologies in Store/Warehouse and Inventory Control” on 8th and 9th September 2017 at Royal Orchid Central, Dickenson Road, Bangalore. Mr. C. Subbakrishna, Former National President, & Sr Faculty, Mr. Sudhendra - Denkanikote COO & Director, ibTrack Solutions Pvt. Ltd., and Mr. Somasundram N., Managing Director, Finixel Technologies Pvt. Ltd., handled the sessions. The workshop was very interesting with lively interactions by participants with the speakers.

22nd September 2017 – Lecture Program

Indian Institute of Materials Management, Bangalore has organised Monthly Lecture Program on “SCM as practiced in Apparel Industries of Bangladesh” by Dr. S. Chandrashekar, President, Artisans and Handloom Development Corporation at Hotel Woodlands Hotel, for the benefit of IIMM Members & Students. Mr. Srinivas V. Rao, Branch Chairman, welcomed Speaker and gathering. The session extended by an hour beyond the time limits as it was very interesting and knowledge oriented and absorbing for the members. Members more interacted with the speaker and exchange their views. Mr. Shama Sundar A.V., E.C, Member proposed vote of thanks. Mr. C.S. Subash, EC member was the Master of Ceremony for the Evening Lecture program.

27th October 2017 – CEO Meet

CEO – MEET organized on 27th October 2017 at Capitol Hotel  on the theme “Opportunities and Business Growth in Current Scenario – Role of Supply Chain” This was curtain raiser for NATCOM –SCALE 2017 on 16th and 17th NOVEMBER 2017 at Hotel Vivanta by TAJ. Panel Speakers were:

- Mr. B.V. Suresh Kumar, President, Antares Systems Limited
- Mr. Suresh Kumar K., Sr. Regional Director, Schenker India Pvt. Ltd.,
- Dr. Anil Chinna Bhandar, Sr. Vice President, Supply Chain, Landmark Group.
- Mr. H. Nandi, Managing Director, AETHON Energy LLP
- Mrs. N.S. Rama, CEO – ELCIA

Mr. N. Murlidharan distinguished member moderated the program. Mr. K.C. Harsha, N.C. Member co-ordinated the CEO meet. About 50 CEOs / CPOs attended from reputed organisation. Mr. P.M. Biddappa, Convenor NATCOM-SCALE 2017 proposed vote of thanks.

15th November 2017 – YMM Competition

Young Materials Managers 2017 was organized on 15th November 2017 – at KSBA, Bangalore, Theme: “GST in India & Globally Evolving Technology driving forces for SCM”

There were 7 teams participated in the YMM Competition from : - Tata Steel, Jamshedpur, ONGC Petro Additions Ltd. Vadodara, Larsen & Toubro Hydrocarbon, Vadodara, Bosch Ltd. Bangalore and CESC Ltd., Kolkata

Prize Winners:

16th and 17th November 2017 – NATCOM –SCALE 2017

IIMM, Bangalore Conducted the Twin Event – National Convention of IIMM (NATCOM) along with 16th successive signature event SCALE of Bangalore Branch. In line with IIMM tradition of choosing contemporary topic of national Interest, the theme for NATCOM—SCALE 2017 chosen was “Technology Challenges for Next Generation Supply Chain and Logistics.”

The mega twin event was held on 16th and 17th November2017 at Hotel Vivanta by Taj, Bangalore. The event was inaugurated on 16th November 2017 by Chief Guest Dr. Anna Durai, Director ISAC along with the Key note Speaker Ms. T.S. Ushasri, Sr. Vice President and Managing Director of Manhattan Associates and Mr. D.P. Nagendra Kumar, Principal Additional Directorate General – Intelligence for GST – Bangalore.
NATCOM –SCALE 2017 – (Day-1 - 16.11.2017 – Evening Session) marked with the beginning of Annual General Body Meeting of IIMM and National Council Meeting. This was followed by an interesting cultural dance program and also coupled with Award Ceremony giving away awards to various professionals like National Award, IIMM Best performance branches, both for Metro and Non-Metro, bagged by Bangalore and Aurangabad for the professional development of IIMM Activities in their respective regions.

Two day’s mega event on 16th and 17th November 2017 - The technical conference brought together by eminent industry leaders, opinion makers, leading Consultant and academician and delegates derived maximum inputs through various high powered technical sessions, which are extremely useful for today’s SCM professionals in gearing up to meet the challenges ahead to meet the objective of the value chain.

The NATCOM-SCALE 2017 was ably organized under the leadership of Dr. C. Subbakrishna, alongwith Branch Chairman Mr. Srinivas V. Rao, Convenors and with support of each and every person in Organising Committee, the event was a grand success.

The NATCOM-SCALE 2017 committee consisting of EC / NC, Office Staff and organizing members of IIMM Bangalore Branch along with past senior members created history of sorts by setting various benchmarks.

17th December 2017 - Family Get-together Meeting

Post the mega twin event, a Family Get-together Meeting of Bangalore Branch was organised on Sunday, the 17th December, 2017 at Shilhaandara Resort, Ramnagara. All NATCOM–SCALE 2017 organizing Committee members with their families were invited for the Get-together.

Resort was including indoor games like Table Tennis, Carom, Chess, Dart, fuse ball and usage of swimming pool, Mist dance with DJ. Outdoor games like Beach volleyball, cricket, tug of war, shuttle badminton, cycling, cater pillar & basket ball.

Committee members with their spouse and children enjoyed the arrangement. Post lunch the committee had brief meeting. Mr. Srinivas V. Rao, Branch Chairman expressed his thanks to all the members for lending their valuable support during the recently held NATCOM -SCALE on 16th and 17th November 2017 at Hotel Vivanta by Taj which was a grand success and mentioned that the feedback received was ‘Very Good’ from the delegate participants.

Mr. Srinivas V. Rao, Branch Chairman also felicitated all organizing committee members who had attended get together by giving an appraisal memento.

22nd December 2017 – Evening Lecture Program

IIMM Bangalore Branch organised an evening lecture program on 22.12.2017 on “Disputes in Commercial & Construction Contracts - A case study of Conciliation as Cost effective Alternative” at Woodlands Hotel, Bangalore by speaker Mr. K R Ajaya Kumar, former Group General Manager (Legal) of MRPL -ONGC group. He also covered case study of Corporate who adapted Conciliation for resolving contractual disputes effectively. Mr. Mahesh Kulkarni, Hon. Treasurer, welcomed the august gathering. Mr. P.M. Biddappa welcomed and introduced the speaker by presenting a flower bouquet. The session extended beyond the time limits as it was very interesting and knowledge oriented for the members. Members also interacted with the speaker and exchanged their views.

10th February 2018 - Consultancy Meet

A consultancy meet held on 10th February 2018 on Sourcing Excellence Assessment consultancy at Titan Watch Division, Hosur. Subcommittee team of IIMM Bangalore Branch visited and had discussion in this regard.

15th and 16th February 2018 - Two days workshop

Two days workshop on “Warehouse, Stores and Inventory Management” held on 15th and 16th February 2018 at Hotel Royal Orchid Central, Dickenson Road, Bangalore. Senior faculty of IIMM handled the session. There were 18 participants. The Program was well appreciated by the participants.
22nd February 2018 – Lecture Program

Indian Institute of Materials Management, Bangalore organized an Evening open house / Lecture Program on “Impact of Union Budget 2018 on Customs and General Issues on GST Law”

In order to understand the finer aspects of the budget and for a detailed analysis on the impact on trade & industry this program was organised for members and students of IIMM Bangalore Branch at Woodlands Hotel Bangalore. Speaker was Mr. H.R. Gowri Shankar, Advocate and Tax Consultant.

Mr. Mahesh Kulkarni, Hon. Treasurer, welcomed gathering and also welcomed and introduced the speaker by presenting a flower bouquet. The session got extended beyond the time limits as it was an interesting topic and lot of budget points on Customs and General issue of GST were clarified. Members interacted with the speaker and exchanged notes.

Mr. Akash Gupta, EC Member proposed vote of Thanks.

MM Day celebration -Fortnight Program

12.04.2018 : As part of MM Day celebration, an evening lecture program was organised at Hotel Woodlands Hotel on the topic “Waste Management Role in Supply Chain Management” by Mr. Arun, Program Manager - E-Waste, Saahas Zero Waste. Mr. M.H. Kulkarni, Hon Treasurer welcomed the gathering and Speaker. The programme was very interesting with lively interactions by participants with the Speaker. Mr. A.V. Shama sundar, Executive Committee Member proposed vote of thanks.

13.04.2018 : Essay Competition was conducted on 13.04.2018. Topics were:  A) Supply Chain Transformation for better result  B) Emerging business models will drive changes to Supply chain operations

Totally 8 entries were received for this competition. The following three prizes were declared as the winners.

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<tr>
<th>S. No</th>
<th>Names of Participants</th>
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<tr>
<td>1</td>
<td>Mr Ramakrishna G A</td>
<td>I Prize</td>
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<td>2</td>
<td>Mr John A Gonsalvez</td>
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<td>3</td>
<td>Mr P Viswanathan</td>
<td>II Prize</td>
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<td>4</td>
<td>Ms Ramya Sundari</td>
<td>III Prize</td>
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<td>5</td>
<td>Ms Shirisha Jitri</td>
<td>III Prize</td>
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14.04.2018- Plant Visit to Stellar Value Chain Solutions Pvt. Ltd, Bangalore

As part of MM Day celebration a plant visit was organised to the Stellar Value Chain Solutions Pvt. Ltd. Warehouse and Logistics organization. 18 Members, Students and Faculty participated in this visit., The Stellar Value Chain Solution organization team had arranged for briefing session on warehouse procedures, documentations, Inventory control and Packaging and Distribution. Received good feed back from the participants. Program was well organised by MM Day team. Organization contacts support was given by Mr. Paul George, N.C. Member.

15.04.2018 – Best Materials Manager Contest

Best Materials Managers Contest was organised by IIMM Bangalore Branch on the topic “Transforming to Smart Digital Supply Fostering Technology Sustainability & Innovation” on 15.04.2018 at IIMM Conference Hall. Four teams participated in the contest. Following two teams declared as the winners:

BMM–BEML Forum Trophy - I Prize : Mr. Suresh B.N, ADA Mrs. Uma Maheshwari S. GSD Rail Wheel Factory  
BMM–BEML Forum Trophy - II Prize: Mr. Prakash S. Upadhye, Biesse India, and Mr. Praveen K.K.Biesse India

Juries were : Mr. K.V. Sudheendra, Joint Director, ADA, Mr. P.M. Biddappa, N.C. Member, IIMM, Mr. Shama Sundar A.V, L&T EC Member-IIMM, & Mr. G.S. Raju, Faculty & Member IIMM,
15.04.2018 – Quiz Program (MATQUIZ)

As part of MM Day Celebration, IIMM Bangalore Branch conducted Quiz Competition on 15th April 2018 at IIMM Conference Hall for Members and Students. Total 6 Teams participated in for the competition. Mr. Srinivas V. Rao, Branch Chairman was the Quiz Master who conducted the competition with the active support of Mr. K.V. Sudheendra, Vice Chairman, Mr. P.M Biddappa, N.C Member, Mr. M.H. Kulkarni, Hon Treasurer, Mr. M.R. Achyuth Rao, Course Co-ordinator, & EC Member, Mr. C.S Subash, EC Member, Mr. Akash Gupta, E.C. Member, Mr. A.V Shamasundar, E.C. Member, & Mr. Pinaki Sarkar, Life Member.

Following teams were declared as the winners:

Quiz Competition - I Prize : Mr. Suresh B.N (ADA) & Mrs. Uma Maheshwari (Rail Wheel Factory)
Quiz Competition - II Prize: Mr. Prakash S. Upadhye (Biesse India) & Mr. Praveen K. (Biesse India)
Quiz Competition – III Prize : Mr. Nagesh V. (Triveni Turbines) & Mr. Ramakrishna G.A. (DARAMIC)

20.04.2018 - In-house Training Program

As a part of MM Day one workshop was organized on "Advanced Technology on Stores – Warehouse and Inventory Management". Fifteen participants were attended program. Sr Faculty of IIMM handled the sessions. The subjects were discussed thread bare and the participants also had a lively interactions with the faculty.
BRANCH ACTIVITIES

Mr. S. Krishnamurthy, Sr. Member handing over a memento to Speaker Mr. Ajay Kumar

Mr. P.M. Biddappa, N.C. Member Introducing Speaker - Lecture Program on 22.12.2017

Mr. C.D. Shridhara, Director, Ananth Technologies handing over a memento to Mr. Suresh Kumar Kannappan, Sr. Director Region South, DB Schenker one of Panelist

Mr. N. Muralidharan, Distinguished Member & Moderator for Panel Discussion addressing the Gather

Mr. M.S. Shankar Narayanan, Immediate Past Chairman and N.C. Member proposing vote of thanks

Mr. K.R. Ajay Kumar giving lecture on Disputes in Commercial Construction Contracts

Get together Meeting held on 17.12.2017

A view of Participants on 22.12.2017 - Lecture Program
Mr. H.R. Gowri Shankar, Tax Consultant giving presentation on Impact of Union Budget -2018 -Customs Law and General Issue of GST

Mr. C.D. Shridhara, Director Handing over a memento to Mr. N. Muralidharan, Moderator of the CEO CPO Meet

Meeting held at Titan Watch Factory, Hosur on 10.02.2018 on Sourcing Assignment

Mr. T.K. Ramasubbu, Sr. Faculty handling session on Sourcing on 19.01.2018

Mr. R. Sundar, Faculty handling session on IT in Stores and Warehouse - Workshop on 16.02.2018

Mr. P.L. Mohan, Sr. Faculty handled session on Warehousing Management on 15.02.2018

Mr. K.S. Mohan Kumar, Sr. Faculty handling session on Negotiation on 19.01.2018

Mr. K.S. Mohan Kumar, Sr. Faculty handling session on Inventory Management - Workshop held on 16.02.2018

A view of Participants on 15,16th Feb 2018 Workshop on Warehouse, Stores and Inventory Management

Mr. M.R. Kiran, Valence Electronce - receiving participation certificate from Speaker on 16.02.2018

A group of participants workshop on 15,16-02.2018
BRANCH ACTIVITIES

Mr. M.H. Kulkarni, Hon Treasurer, welcoming gathering on 12.04.2018 -Lecture Program

Mr. P . Viswanathan, EC Member handing over a memento to the Speaker

Mr. A. V. Shamasunder, EC Member, proposed vote of thanks on 12.04.2018

Plant Visit to Stellar Value Chain Solutions Pvt. Ltd, Bangalore on 14.04.2018

Mr. C.L. Kapoor, Past National President welcoming Speaker Mr. Gowri Shankar with Boquet on 22.03.2018

Mr. Mahesh Kulkarni, Honorary Treasurer, welcoming Speaker and gathering - Open house program on 22.03.2018 at Hotel Woodlands, Bangalore

Mr. Akash Gupta, EC Member proposing vote of Thanks on Open house program on 22.03.2018

Mr. M.H. Kulkarni, Hon Treasurer, welcoming gathering on 12.04.2018 - Lecture Program

Mr. P Viswanathan, EC Member handing over a memento to the Speaker

Mr. A. V. Shamasunder, EC Member, proposed vote of thanks on 12.04.2018
1st Prize Winning Team of Quiz Competition on 15.04.2018

A view of Participants for Lecture Program on 12.04.2018

1st Prize Winning Team of Quiz Competition on 15.04.2018

Mr. Arun, Speaker from Sahaas Zero Waste Technology, giving address on 12.04.2018

A view of Juries Team for BMM Competition on 15.04.2018

Mr. Srinivasa Rao, Branch Chairman and C.S Subash, Quiz masters conducting program on 15.04.2018

BMM Competition - BEML Forum Trophy 1st Prize Winning Team - presented BMM Contest on 15.04.2018 - Mr. B. N Suresh, ADA & his Team

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MATEMANEWS Advertisement Tariff

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APPEAL

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3) All Communication are being sent by mail ID only, Please send information to iimmbg@airtelmail.in
4) For Any Clarification please contact IIMM Bangalore Branch.
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<td>2 Years - Regular (Evening classes)</td>
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<td>1 Year - Distance</td>
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<td>Rs.11,900/-</td>
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<td>6</td>
<td>Diploma in International Trade (DIT)</td>
<td>1 Year - Distance</td>
<td>Engg Diploma/Degree or Higher Secondary with 2 years Experience</td>
<td>Rs.11,900/-</td>
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<td>7</td>
<td>International Diploma in Purchasing and Supply Chain Management (in association with ITC/WTO)</td>
<td>Intl. Certificate – 6 Months (6 Modules_ Advance Certificate+6 Months+Modules) Intl.Diploma – +6 months (+ 3 Modules + Project)</td>
<td>Degree + 2 Years Experience in Purchasing/Supply.</td>
<td>Couse Fee: Rs.20,000/- per Module Exam Fee: Rs.3000/- per Paper * 6 (Each Module Rs. 32,000/-)</td>
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<td>8</td>
<td>Certified Professional Supply Manager (CPSM) in association with Institute of Supply Mgt, USA</td>
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For more details and prospectus, please contact IIMM Secretariat

- July – December 2018 Batch Prospectus and Applications are being issued.
- Prospectus and application Cost will be Rs. 600/-.
- For further details and prospectus please contact IIMM Bangalore Branch Secretariat at the following address:

Indian Institute of Materials Management
304,306 & 307 ‘A’ wing, Mittal Towers M.G. Road, Bangalore - 560 001,
Tel : 25327251 -52 -53,40921766, Fax : 25327253
E-mail : iimmbg@airtelmail.in; nagaraj.sm@iimmbangalore.org
Website : www.iimmbangalore.org ; www.iimm.org

National Headquarters:
Plot No: 102 & 104, Sector-15, Institutional Area, CBD Belapur, Navi Mumbai-400 614,
Phone : 27565592
e-mail : ilimmedu@iimm.co.in ; iimmnhq55@gmail.com
"All of us, in a sense, struggle continuously all the time, because we never get what we want. The important thing which I've really learned is how do you not give up, because you never succeed in the first attempt."

-- Mukesh D. Ambani