

VIRTUAL

Mexico's Manufacturing Supply Chain Summit

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WEBINARS

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The New DNA of Logistics in the USMCA & COVID-19 Era

October 2020

What is Tsol?

We are a consulting firm specialized in Supply Chain Management. Our focus is to provide customer solutions to improve Logistics and Transportation, as well as business strategy consulting.



COVID Effect on Logistics: Retail

- **Challenging and flexible.** . . depending on **target**, e.g. department vs. supermarket, essential vs. non
- **Customer experience.** . . .
 - **Store execution:** Change in schedule, customers capacity, product handling rules
 - **E-commerce:** Product selection, product suggestions, delivery
- **New and strengthening E-commerce companies:** retail, delivery, hybrid players
- **Order fulfillment complexity:** from (DC, store, vendor) and how (pickup, delivery)
- **Resolve reverse logistics:** increase in product delivery causes returns growth
- **Some KSFs**
 - **Rapid planning:** define what to/not to replenish and fulfill, demand based
 - **Supply chain agility:** optimized delivery to reach customer service goals of products and services
 - **Supply chain visibility:** fast action for effective fulfillment
 - **Agile communication:** transparent target definition and action plans
 - **Culture of flexibility:** corporate target on customer needs

COVID Effect on Logistics: Manufacture

- **Operational impacts:**
 - **Production** ruled by **Demand** levels (depending on product, eg. vehicles, clothing, ventilators, pharma)
 - **Supply interruptions** due to trade restrictions and production shut-downs
 - **Workload reduced** and work **teams trimming** - target on cross training
 - **Innovation budgets decrease:** companies focused on subsistence
 - **Higher operating costs** driven by strict biosecurity protocols
- **Some KSFs**
 - **Flexibility:** manufacturing adaptability needs efficient supply
 - **Supply chain agility:** access to alternative suppliers - integration is key
 - **Supply chain visibility:** decision making to fulfill market supported by AI
 - **Effective communication:** integrate with S&OP plus market strategies
 - **Culture of flexibility:** improved vendor integration



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