

Quintessence Series

Rolf G. Poluha

# The Quintessence of Supply Chain Management

What You Really Need to Know to  
Manage Your Processes in  
Procurement, Manufacturing,  
Warehousing and Logistics

 Springer

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# Quintessence Series

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*For my own personal Quintessence:  
Sandra, Kim Helena, Dion William,  
Tia Eleanor and Mina Estelle*



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# Appraisal

A key factor for the success of companies today is the competence to manufacture and bring to the market innovative products with high quality and competitive prices faster than the competition. In addition, companies need to continuously improve and optimise their processes through the integration of new, innovative ideas. The goal is to achieve more effective and efficient processes which are required in order to stay competitive.

It is of paramount importance that companies learn how to adapt and be ready for flexible and fast changing collaboration with various partners and to view this as an opportunity, not as a threat. In the future, this will be the only way to remain engaged and be successful as a value-adding cooperation partner.

This book presents, in a crisp and plain way, how Supply Chain Management can help companies to cope with those challenges and manage them properly in order to ensure long-term business success.

Prof. Dr. Dietrich Seibt  
University of Cologne  
Cologne, Germany



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# Appraisal

We are experiencing an interesting change in the competition between companies: they are no longer competing amongst each other, but rather in a federated way. For instance, Coca-Cola, Nike and Target have built networks with suppliers, wholesalers and retailers.

Due to the sheer amount of literature on this subject, it is often difficult to understand the essential facts and concepts of such fundamental changes and their effects.

Thus, there is a real need for a concise book in handy format that can put things right. This book gives a compact review of Supply Chain Management and includes a clear overview of the most recent developments.

There are many references with additional literature to go deeper into topics of interest if desired. Readers who are looking for advice on the right balance between standardisation and adaptation to a given corporate strategy will not be disappointed.

Dr. Paul Hofmann  
Space-Time Insight  
San Mateo, CA  
USA



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# Abbreviations

ABC	Activity-based costing
AMR	Advanced manufacturing research
APICS	Association for operations management
APS	Advanced planning system
AST&L	American society of transportation and logistics
ASUG	Americas' SAP Users' group
b	billion
BPML	Business process modelling language
BPR	Business process reengineering
BSC	Balanced scorecard
CEO	Chief Executive Officer
CFO	Chief Financial Officer
CIP	Continuous improvement process
CISCM	Chartered Institute of Supply Chain Management
CLM	Council of logistics management
CPFR	Collaborative planning, forecasting and replenishment
CSCM	Certified Supply Chain Manager
CSCMP	Council of supply chain management professional
CSCO	Chief Supply Chain Officer
CSF	Critical success factor
DEA	Data envelopment analysis
E-Business	Electronic business
E-Commerce	Electronic commerce
ed.	editor
E-Learning	Electronic learning
EPM	Enterprise performance management
ERP	Enterprise resource planning
E-SCM	Electronic supply chain management
et al.	et alia (and others)

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EVA	Economic value added criteria
IIPMR	International Institute for Procurement and Market Research
IOSCM	Institute of Supply Chain Management
IPSCMI	International Purchasing and Supply Chain Management Institute
ISCEA	International supply chain education alliance
ISM	Institute for Supply Management
IT	Information technology
KLU	Kühne Logistics University
KM	Knowledge management
KPI	Key performance indicator
LMS	Learning management system
m	million
no.	number
OEM	Original equipment manufacturer
OMG	Object management group
p.	page
PBC	Process-based costing
pp.	pages
PRTM	Pittiglio, Rabin, Todd & McGrath
RFID	Radio frequency identification
SC	Supply chain
SCC	Supply chain council
SCDM	Supply chain design management
SCEM	Supply chain event management
SCM	Supply chain management
SCMP	Supply chain management professional
SCOR	Supply chain operations reference model
SMI	Supplier managed inventory
TQM	Total quality management
VMI	Vendor managed inventory
WfMC	Workflow management coalition
WIP	Work in process

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