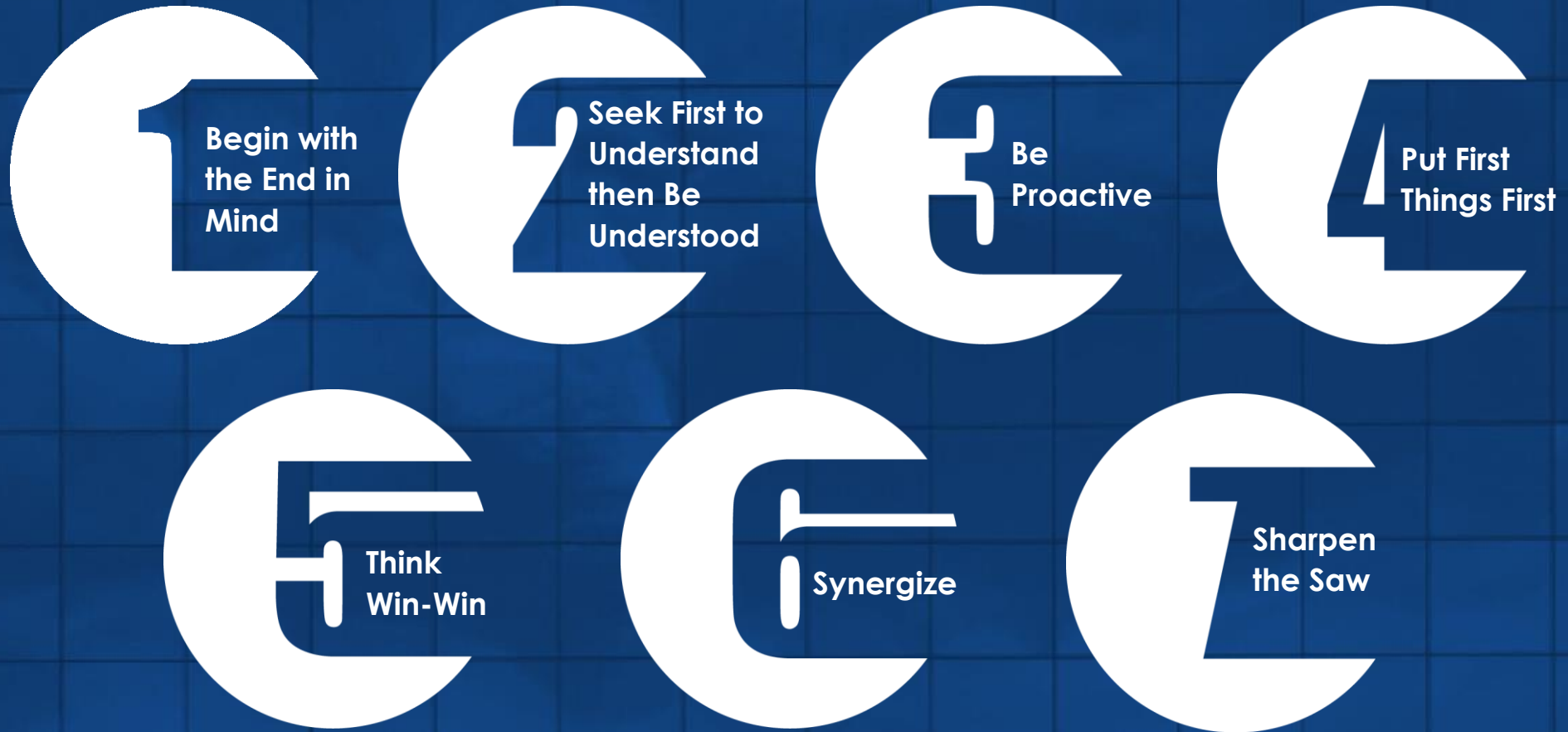


7 Habits of a Highly Transparent Supply Chain



*“IT’S NOT WHAT HAPPENS TO US, BUT OUR
RESPONSE TO WHAT HAPPENS TO US THAT
HURTS US.”*
STEVEN COVEY

Begin with
the End in
Mind

*"You have to water the
flowers you want to
grow."*
Steven Covey

What is the vision for your supply chain?
Does your current supply chain
resemble that vision?
What needs to stay and what needs to be
transformed to get you there?



This Photo by Unknown Author is licensed under [CC BY-NC-SA](#)

A HIGHLY TRANSPARENT SUPPLY CHAIN...

...understands where it's products
are coming from and where they
are going...and looks to leverage
its key strengths

2 Seek First to Understand then Be Understood

“To change ourselves effectively, we first had to change our perceptions.”
Steven Covey

Understanding the demands of the patient and the caregiver provides a new lens for ensuring reliable supply of effective treatments



A HIGHLY TRANSPARENT SUPPLY CHAIN...

...puts the patient in the spotlight of the supply chain and strives to deliver against their expectations



“The ability to subordinate an impulse to a value is the essence of the proactive person.”
Steven Covey

Reducing costs across the supply chain sounds appealing, but are you doing that at the cost of adding risk to your supply chain?

By WALECIA KONRAD MONEYWATCH February 12, 2018, 12:00 AM

Why so many medicines are in short supply months after Hurricane Maria

Share / Tweet / Reddit / Flipboard / Email

The nation's health care system is still reeling from Hurricane Maria five months after the killer storm hit. Along with Puerto Rico's electrical grid and infrastructure, Maria also wiped out Puerto Rico's substantial pharmaceutical manufacturing industry, causing huge repercussions for patients in both Puerto Rico and the U.S. mainland.

is the massive shortage of Puerto Rican-produced IV bags that are used to dilute and administer medication. This

To Your Health

Hospitals scramble to avert saline shortage in wake of Puerto Rico disaster

By Laurie McGinley October 11, 2017 Email the author

See what a financial advisor can do for you.

Health - IV bags in short supply across US after Hurricane Maria

IV bags in short supply across US after Hurricane Maria

By Susan Scutti, CNN
Updated 4:21 PM ET, Wed January 17, 2018

Devastation caused by hurricane Maria in Puerto Rico amplified an ongoing IV bag shortage in the US

Story highlights (CNN) — Before Hurricane Maria made landfall in Puerto Rico on September 20, the United States had already experienced intermittent shortages of IV bags, which are

The US IV bag shortage began before Hurricane Maria hampered operations of a

More from CNN

- MoviePass brings back its movie-per-day subscription
- The universe is out of balance and nobody knows why

TISSOT Official Watch of the NBA

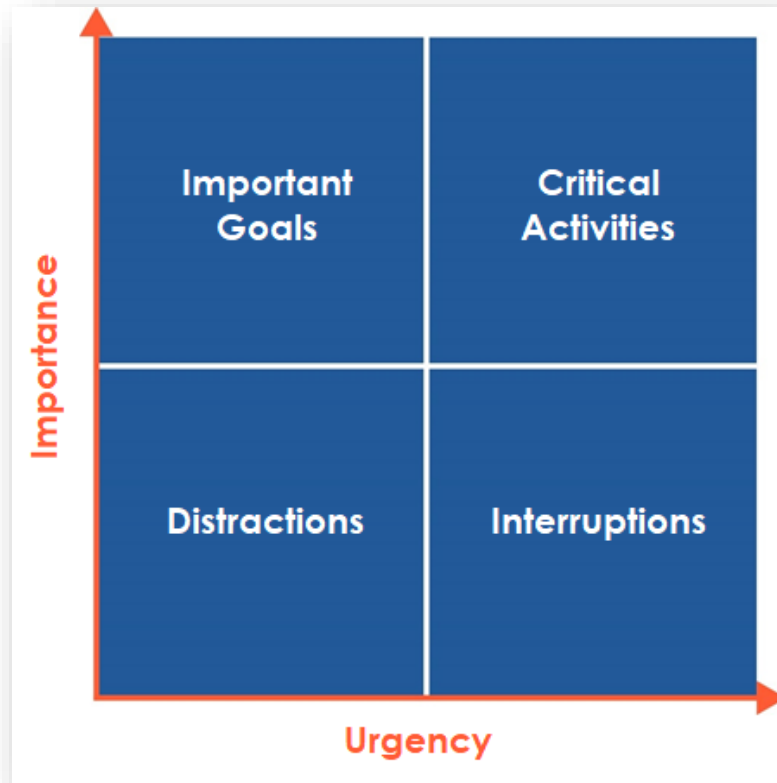
SHOP NOW

A HIGHLY TRANSPARENT SUPPLY CHAIN...

...anticipates risk, plans to mitigate against those risks, and has an operating model to respond quickly when issues arise

4 Put First Things First

“The key is not to prioritize what’s on your schedule, but to schedule your priorities.”
Steven Covey



The urgent almost always wins – putting a roadmap in place helps maintain a focus on those things that drive meaningful change

A HIGHLY TRANSPARENT SUPPLY CHAIN...

...is able to prioritize and drive improvement initiatives while still managing the day-to-day activities



Think
Win-Win

“When the trust account is high, communication is easy, instant, and effective.”

Steven Covey

Supply Chain improvements are not a zero-sum game – brand equity, cost savings, and process improvements can bring value across the organization and benefit upstream and downstream trading partners



A HIGHLY TRANSPARENT SUPPLY CHAIN...

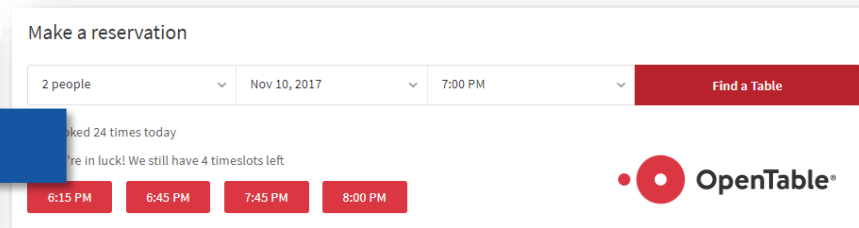
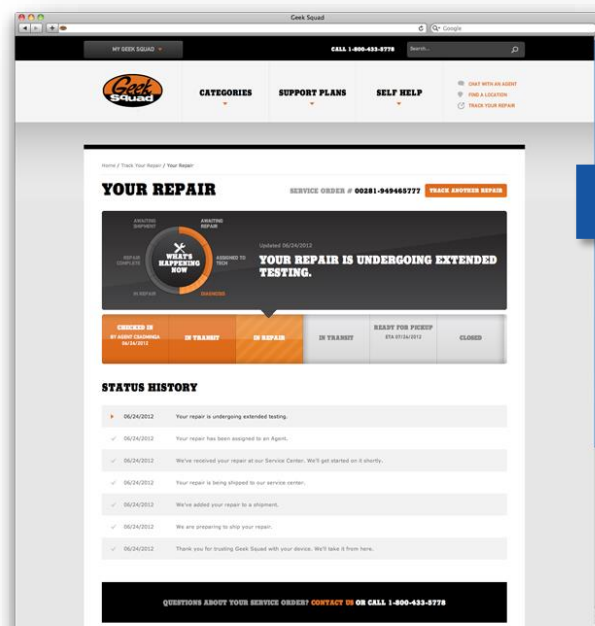
...strives to work with its partners, internal and external, to provide visibility and drive consistency and value



Synergize

“Albert Einstein observed, ‘The significant problems we face cannot be solved at the same level of thinking we were at when we created them.’”
Steven Covey

The challenges of a closed loop supply chain for personalized medicine or managing expansion into emerging markets require new ways of thinking and addressing challenges



A HIGHLY TRANSPARENT SUPPLY CHAIN...

...is innovative and will take lessons from the outside – partners, competitors, ANYWHERE – and looks to incorporate and build on the best



Sharpen
the Saw

“Be patient with yourself. Self-growth is tender; it’s holy ground. There’s no greater investment.”
Steven Covey

Having an agreed to set of KPIs and efficient tools to process data and analyze supply chain performance is critical to drive continuous improvement



A HIGHLY TRANSPARENT SUPPLY CHAIN...

...is continuously monitoring its health and looking to improve – it can quickly detect potential disruptions and respond

THANK YOU

CHRIS STRIFFLER

Life Sciences Supply Chain Practice Lead

cstriffler@clarkstonconsulting.com

(734) 330-9546

BOB LAMONT

Partner

blamont@clarkstonconsulting.com

(818) 640-5741

MIKE HACKETT

Managing Partner

mhackett@clarkstonconsulting.com

(480) 883-9808

ABOUT CLARKSTON CONSULTING

Businesses across the consumer products and life sciences industries partner with Clarkston Consulting to enhance strategic decision-making, improve operational efficiencies, implement new technologies, and promote business growth and market diversification. Leveraging deep functional and industry expertise, our people discover, design, and deliver solutions that fit your business, your goals, and your future.

At Clarkston, your purpose is our purpose.

Clarkstonconsulting.com.

CLARKSTON
CONSULTING