

BUSINESS EXCELLENCE - MAY 2022

RESILIENT SUPPLY CHAINS

Profitable scarcity: win when supply chains break

12th May 2022 | 9am-1pm

This workshop will explore the uncomfortable truth about supply chain fragility, review the factors that affect them and how this will be the long-term way of working, going forward. Participants will review business models that thrive on uncertain supply and variable lead times and look at the management of price and mismatched supply and demand. It will broaden your perspective on broken supply chains, moving away from fixing the unfixable supply chain and onto profiting from it.

Share the supply chain scars

19th May 2022 | 9am-1pm

Pricing in a world of scarce supply. During this workshop you will explore a mix of case studies showing how other organisations have profited from failed supply chains, alongside participants own markets and business models. Create an alternative business strategy based on accepting the reality, optimising it and turning it into a positive.

Unreliability: the positive spin

26th May 2022 | 9am-1pm

The final session will look at marketing supply chain uncertainty. It will bring opportunities and examples of marketing scarcity and uncertainty to front of mind and test their applicability to your business. This will allow you to communicate and align your business around this unreliability, learning how to increase profits with reduced stock.

Please note that workshop details may be subject to change during the programme.
All sessions will be held online using Zoom.



European Union
European Regional
Development Fund



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Mark Prince - Programme delivery expert

A business strategy expert with a true passion to help companies overcome their biggest obstacles.

Adviser, consultant, supporter, mentor, non-executive Director or investor -
Mark's approach changes depending on the circumstances of the business and the management team he is working with.

Mark is an experienced executive with 30 years of global corporate leadership under his belt and is enthusiastic about seeing committed entrepreneurs grow their companies.

