

***Supply Chain Consulting Project for the Master of Supply Chain Management Program,  
Schulich School of Business, York University***

**Request for Organizations to Sponsor Student Teams**

**Summary**

Are major changes to your supply chain a priority? Teams of students from the Schulich School of Business, Master of Supply Chain Management program will consult with you to develop actionable analysis and recommendations to make strategic changes to your organization's supply chain. Interested organizations must contact the program director before October 15 2020.

More information on the Masters of Supply Chain Management program can be found at <http://schulich.yorku.ca/programs/mscm/>

Under the supervision of a faculty member, teams of 4 to 5 students will:

1. Support a specific supply chain decision of strategic importance to your organization.
2. Work with information about your organization's stakeholders (i.e., customers, suppliers, employees, regulators, community organizations, etc.) and supply network.
3. Review industry reports and the latest research to help your organization put in perspective their industry position and future options.
4. Deliver on-time, actionable recommendations.
5. Effectively manage a consultant/ client relationship with senior management.
6. Generate a high quality report and presentation for senior management.

**Potential Scope of Projects:**

Supply chain management spans a large scope of managerial decision making in most organizations. Traditionally this has included the functions of purchasing, logistics, distribution, materials management, customer service, manufacturing and general operations management. This increasingly includes transforming processes and systems such as demand planning, product assortment, transportation routing, service standards, inventory management, sourcing, warehouse management, etc.. More recently it has included problems and opportunities around the adoption and implementation of new digital technology such as software analytics and robotics, regulatory change, shifting trade patterns, e-commerce, social and environmental responsibility. This project supports organizations with analysis for a major decision in one of these potential areas.

**Project Examples:**

- Organization A has a student team examine the best way to deploy inventory to its various stores and warehouses that balances the cost of supply with product availability for a new product line.
- Organization B believes it can more effectively deliver product to its customers. A student team examines past operating data to propose new delivery routes and supporting scheduling policies for a sales region.

- Organization C wants to bring its purchasing spend under control for a major category of goods. A student team analyzes spending patterns to find opportunities for improvement.
- Organization D has a team of students prepare the business case for various options for delivering sales and customer service on-line for their growing customer base in the United States.
- Organization E want to develop metrics for sustainability to be incorporated into its ERP system to guide future capital budgeting decisions.

### **Requirements for Client and Project Selection**

Organizations can be from any sector whether for-profit, not-for-profit or government. The challenge and relevance inherent in the project for future supply chain leaders is the primary consideration in selecting a project. The size of the organization is not. The MSCM program encourages students to “think globally” in the scope of the problems and opportunities they analyze.

The supply chain consulting project is **not** designed to provide market research. Your organization will provide students with information on their customers/clients, markets and relevant stakeholders.

Given the finite time for conducting the project, limiting the scope of data collection is critical. Primary research using surveys and large numbers of interviews with experts and other stakeholders outside the organization can be difficult and time consuming. We encourage these practices only where absolutely necessary to gain strategic insights or fill specific but critical gaps in the available data. Most team will collect both qualitative and quantitative data from within the organization and carefully selected stakeholders and supplement that with research from the school’s extensive business and public domain research databases.

### **Required Organizational Commitment**

1. Be an on-going operation versus a proposed entrepreneurial start-up (i.e., only a business plan).
2. Be available for a quick phone call with the course instructor to initiate our relationship and confirm the scope of the project is appropriate for the course. Given the lead time in matching organizations with student teams, sponsoring organizations need to do this by **October 15 2020**. Starting this process before this deadline is strongly advised.
3. Because students need to occasionally physically meet with members of the sponsoring organization and their stakeholders, the program prefers sponsoring organizations have a physical presence in the Southern Ontario region (e.g., offices and facilities).
4. Have finished or are nearing completion of any primary data sets needed by the students prior to commencement of a project in the first week of January.
5. Provide an overview of the current supply chain and its challenges for the sustainability of the organization.
6. Be clear as to what information is confidential and the scope of any non-disclosure agreement.
7. Provide a dedicated contact who is available to answer student questions or put them in contact with relevant stakeholders throughout the project.
8. Be available for 2 brief meetings with the students during the semester to review their progress and provide feedback and direction.

9. Attend or host the final presentation of the final report in early April.
10. Provide the instructor with your feedback on the final report and presentation by the end of April.

### **Deliverables for Client Organizations**

1. A final report of recommendations with all supporting analysis.
2. A presentation delivered by the student team in person to senior management at the organization's head office.

### **Milestones for Students and Client Organizations**

1. **Work Plan Agreed by Client, Students and Instructor (Mid January)** - Discussion between students and organization to confirm: project scope, communication styles, and important dates in a written agreement called the Statement of Work
2. **Project Plan Meeting and Interim Report (Mid February)** - Discussion between students and organization to ensure that progress to date is aligned with the Work Plan. Then the students meet with the instructor for an update
3. **Project Status Meeting and Plan Update (Mid March)** - Students update the instructor in consultation with the organization on the status of their research versus plan and provide a detailed timetable to illustrate how they will complete the project on time
4. **Final Meeting (Early April)** - Students present their final report to the instructor followed by a presentation to the client

For more information, please contact;

Dr. David Johnston,  
 Program Director,  
 Master of Supply Chain Management  
 Schulich School of Business  
 York University.  
 Toronto, Canada.  
[djohnston@schulich.yorku.ca](mailto:djohnston@schulich.yorku.ca)  
 Program Website: <http://schulich.yorku.ca/programs/mscm/>