



**asci**  
Leadership through Learning

**ADMINISTRATIVE STAFF COLLEGE OF INDIA**

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**Prof. B.V.N. Sachendra**  
Programme Director

July 23, 2020

Dear Sir/Madam,

**Online Programme on**  
**INVENTORY MANAGEMENT STRATEGIES**  
**(in the Post Covid 19 Environment)**  
**(October 5 – 7, 2020)**

If money makes the world go around, inventory makes logistics go around. The planning, storing, moving and accounting for inventories are the basis for business success.

The outburst of Covid 19 pandemic has resulted in a health and humanitarian crisis. It resulted in a huge adverse impact on every organisation across the world. The first half of this year has witnessed organisations experiencing tremendous cash flow pressure due to declining sales and high fixed costs

Administrative Staff College of India undertakes extensive training, consultancy and research in the field of Inventory Management. The College has done a lot of research on Inventory Management Strategies to be adapted by organisations in the latest (post Covid 19) business scenario and is conducting a number of Webinars, Online Courses for various organisations on the subject.

I am glad to inform you that the College is running its next three day training programme on Inventory Management Strategies (in the Post Covid 19 Environment) from October 5 – 7, 2020. Keeping the prevailing pandemic situation in mind, the College is planning to conduct the programme in Online mode.

Managing the inventories to simultaneously increase fill rates and inventory turns in the emerging Post Covid 19 business environment is the basis for the principles featured in this training programme.

We request you to attend and nominate your executives involved in the related functions for the programme. Please do not hesitate to get in touch with me if you need any clarifications or additional information. I can be reached at (+91)9963174706 or bvns@asci.org.in

We are enclosing the Brochure and the Nomination Form. Kindly ensure that the nomination form reaches us by September 28, 2020.

Looking forward to the pleasure of hearing from you.

Yours Sincerely

**B.V.N. Sachendra**

Encl: Brochure and Nomination Form



Online Programme on

# **INVENTORY MANAGEMENT STRATEGIES (in the Post Covid 19 Environment)**

October 5 - 7, 2020



**Administrative Staff College of India**

## SIGNIFICANCE

Today, it is imperative for organisations to move large quantities of products quickly to locations across the globe. Overnight delivery methods have drastically altered customers' expectations regarding delivery times. Lead times of four to six weeks are no longer acceptable. Beginning with the management of suppliers, delivering raw materials to goods in various levels of completion in the production process, and management & delivery of finished goods in the distribution channel, each type represents money tied up until the inventory becomes purchased products. In light of these changes, effective inventory management is no longer static. The emphasis is on movement and quick response to changing market demands.

Outburst of COVID-19 has resulted in a health and humanitarian crisis. Supply chains have been disrupted in many countries as the strategic focus of organisations, till then, was mostly on lowering costs of materials. Having been locked out of supplies due to shutdowns across and within the nations, organisations suffered greatly because of lack of access to components, intermediate goods and even finished products. They realised that in the Post Covid environment, there will be a high risk of disruption if they continue carrying limited inventories and rely heavily on few sources of geographically diversified supply. They are now being forced to revisit their Inventory Management Strategies incorporating a Just-In-Case (JIC) inventory system in addition to the popular Just-In-Time (JIT) inventory system, diversifying sources of supply and also developing fall back domestic suppliers because none of them want to get locked down again.

Successful inventory management involves balancing the costs of inventory with the benefits of inventory. Many organisations have now started appreciating the true (and total) costs of carrying inventory, which include not only direct costs of storage, insurance and taxes, but also the costs of not having adequate stocks. The fine line between keeping too much inventory and inadequate stock

level is not the managers' only concern. Others include :

- ▶ Maintaining a wide assortment of stock - but not spreading the rapidly moving ones too thin.
- ▶ Increasing inventory turnover - but not sacrificing service level.
- ▶ Keeping stock low - but not sacrificing service or performance.
- ▶ Obtaining lower prices by making bulk purchases - but not ending up with slow-moving inventory.
- ▶ Having an adequate inventory on hand - but not getting caught with obsolete items.

This programme will equip the participants with the tools and techniques they need to analyse and control inventory - from cost-cutting techniques to day-to-day management and the latest developments in inventory handling. The programme will be deliberating on the changes to be undertaken in the Inventory Management Strategies to effectively operate in Post Covid 19 business scenario.

## OBJECTIVES

- ▶ To enhance the understanding on how to purchase, plan, manage, and control inventories and materials.
- ▶ To evaluate inventory methods, make improvements to the current system, determine optimum inventory levels and analyse replenishment policies in Post Covid 19 business environment.
- ▶ To facilitate reduction of excess inventory and investment in the right inventories for better customer service, better investment turnover - and greater profits.

## PROGRAMME CONTENT

Some of the modules covered in the programme are:

1. Strategic Implications of Inventory Management
2. Strategies to Minimise the Impact of Covid 19
3. Procurement Management: Principles, Challenges and Best Practices
4. Inventory Optimisation Models
5. Inventory Management Systems – Practical Perspectives



6. Strategic Vendor Management in Post Covid 19 scenario
7. Warehouse / Stores Management
8. Managing Materials across the Supply Chain
9. Best Practices in Inventory Management

## TARGET AUDIENCE

The programme is structured to serve the interest of executives in middle and senior positions in Government, Manufacturing and Service organisations involved in inventory management functions. In particular, the programme will be of special interest to:

Commercial Executives, Materials Managers, Industrial Engineers, Production Controllers, Financial / Cost Accountants, Warehousing Officers, System Analysts and MIS specialists; in short - everyone who carries the burden of maintaining the efficiency of one of the organisation's largest assets - its inventory.

**Organisational sponsorship is essential**

## TRAINING | LEARNING METHODOLOGY

The programme adopts an interactive approach, with a judicious blend of pedagogical tools like Lectures and Case Studies. The focus is on interdisciplinary approach for managerial decision-making. With its rich experience in Management Training and its contacts with thousands of Executives, the College has successfully trained many organisations to adapt modern Inventory Management practices to suit Indian needs.

## FACULTY

In addition to the College faculty, eminent practitioners from industry will share their practical experiences with the participants.

## DURATION

The Programme duration is from October 5 – 7, 2020. Each day will have four contact hours.

## PROGRAMME FEE

Rs. 18,000/- (US \$350 for foreigners) plus GST as applicable (presently 18%) per participant. The fee covers tuition and courseware (in electronic form).

A discount of 10% on the Programme fee for three or more participants from the same organisation will be given, provided the payment is credited into our Bank account on or before **October 01, 2020**.

**Note:** Kindly forward us the details of Bank/Wire transfer of fee payment indicating the Programme Code **Prg/2021/2/118** to **poffice@asci.org.in** for confirmation.

## Bank details are given below:

### For Indian Participants:

Bank Account Number	62090698675
Beneficiary Name	Administrative Staff College of India
IFSC Code	SBIN0020063
Bank Name	State Bank of India
Branch Address	Bellavista Branch, Rajbhavan Road, Somajiguda, Hyderabad - 500 082

### For Foreign Participants:

Bank Account Number	62090698960
Beneficiary Name	Administrative Staff College of India
Swift Code	SBININBB327
Bank Name	State Bank of India
Branch Address	Bellavista Branch, Rajbhavan Road, Somajiguda, Hyderabad - 500 082.
Nostro Account	6550992180(Optional)

## LAST DATE FOR NOMINATION

Please use the prescribed/attached form. Last date for receiving nominations is **September 28, 2020**. Kindly contact Programmes Officer for further details while sending nominations (contact details are given at the end of the nomination form).

## LAST DATE FOR WITHDRAWAL

**October 01, 2020**. Any withdrawals after this date will entail forfeiture of fee paid.

## ASCIALUMNI ASSOCIATION

Participants of College programmes will automatically become members of ASCI Alumni Association.

## CERTIFICATE OF PARTICIPATION

The College issues a Certificate of Participation on conclusion of the Programme.

Programme Director

**Prof. B.V.N. SACHENDRA**

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Mobile: (+91) 9963174706



ASCI is the first management development institution set up in the country at the instance of the Government of India and industry in 1956 to impart state-of-the-art management education for practicing managers, a legacy that we proudly take forward each year with a strong alumni of over 1,50,000. We are proud of our alumni which includes the leaders of Indian industry and senior Civil Servants in the government, public sector undertakings to be a part of this unique organisation. We are thankful to you all for the support extended in the past and look forward to your continuing patronage in 2020-21.

Also, ASCI conducts customized programmes for Government of India, State Governments, Public Sector, Private Sector and various international organisations. Our experienced faculty bring to the table a wealth of academic credentials, rich industry exposure and act as a catalyst in the classroom discussions, case study analyses and tutorials. Our faculty also conduct international programmes which provide an exposure to the global best practices. In addition to this, faculty at ASCI also carry out large number of management research activities (typically about 100 each year) which helps them provide the much needed value addition in the training programmes. In addition, we conduct non-residential programmes at our New Delhi Centre as well as off-campus programmes at the venue of the client's choice.



**Administrative Staff College of India**  
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**ADMINISTRATIVE STAFF COLLEGE OF INDIA**  
Bella Vista, Raj Bhavan Road, Hyderabad - 500 082, (India)

**Nomination Form**  
**Online Programme on**  
**INVENTORY MANAGEMENT STRATEGIES**  
**(in the Post Covid 19 Environment)**  
**(October 5 – 7, 2020)**

**Nominee's Contact Information :**

Name (Mr/Ms) :	_____	Date of Birth :	_____
Designation :	_____	Qualification :	_____
Organisation :	_____		
Address :	_____		
Phone(s) :	(Off) : _____	(Mobile) :	_____ Home : _____
e-mail :	_____	Fax :	_____

**Sponsor's Details**

Name of the Sponsoring Authority _____	Designation _____
Organisation :	_____
GSTIN :	_____
Address :	_____
	_____ Pincode : _____
Phone(s) :	(Off) : _____ (Mobile) : _____
e-mail :	_____ Fax : _____

**Fee Particulars**

Amount Payable :	Mode of Payment (DD/Chq/NEFT) :
Name of the Bank :	Date of Instrument/Transfer :
Instrument Number :	UTR Number for NEFT :

Signature and Official Seal of the Sponsoring Authority :

NOTE : Forward nomination form to : **Mr. G. Srinivas Yadav, Programmes Officer**, Administrative Staff College of India, Bella Vista, Hyderabad-500 082. Phone : 0091-40-66534247, 66533000, Mobile: 9246203535, Fax : 0091-40-66534356, e-mail: poffice@asci.org.in