



**asci**  
Leadership through Learning

**ADMINISTRATIVE STAFF COLLEGE OF INDIA**

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

August 9, 2019

**Programme on**  
**MATERIALS AND SUPPLY CHAIN MANAGEMENT**  
**(December 2 - 6, 2019)**

Dear Sir/Madam,

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

You may be aware of the extensive training, consultancy and research we undertake at the Administrative Staff College of India in the field of Materials and Supply Chain Management in the Indian Setting. Despite all the initiatives to reduce material levels in the supply chain, there remain legitimate, value-added forms of inventory in the supply chain including service inventory, pipeline inventory, contingency inventory, safety stock, efficient manufacturing inventory and efficient procurement inventory.

I am glad to inform you that the College is conducting the next five day training programme on Materials and Supply Chain Management during December 2 - 6, 2019. Managing the materials to simultaneously increase fill rates and inventory turns is the basis for the principles featured in this programme.

We will appreciate if you 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. You can reach me at [bvns@asci.org.in](mailto:bvns@asci.org.in)

I am enclosing the Brochure and the Nomination Form. Kindly ensure that the nomination form reaches us by November 25, 2019

Please note that the nominees are requested to carry with them the proof of Medical Insurance. The Sponsoring Agency is required to endorse the nominee's Medical coverage in the event of hospitalization.

Looking forward for the pleasure of hearing from you.

Yours sincerely

**B.V.N. Sachendra**

Encl: Programme Brochure along with Nomination form

Programme on

# **MATERIALS AND SUPPLY CHAIN MANAGEMENT**

(December 2 - 6, 2019)

Programme Director

**Prof. B V N Sachendra**

email: [bvns@asci.org.in](mailto:bvns@asci.org.in)



## INTRODUCTION

Whatever business you are in - be it Service or Manufacturing, you can clearly identify a chain of activities and organizations linking your smallest supplier to your ultimate customer. The success of your organization, today, is no more measured by the superiority of its products / services nor by its market share alone, but also by its ability to respond to the fast changing customer requirements. The advent of globalization transformed the business environment worldwide, resulting in highly unstable, unpredictable demand intensities and shrinkage of life cycles. Gone are the days when organizations were competing with one another and days have come where Supply Chains are competing with one another.

Organizations, today, have to necessarily optimize effectiveness and efficiency at systems' level by collaborating across their Supply Chains. Managing Materials across the Supply Chain is not only an opportunity but is also a necessity for organizations to improve their competitiveness and of course, their performance. The scale of opportunity is immense for almost every business including those who are doing very well. The more efficient a business is in managing its Supply Chain, the cheaper and more reliable the operation becomes.

## OBJECTIVES

- ◆ To enhance the understanding on the key issues in Customer-centric Supply Chains.
- ◆ To highlight the increasing significance and contribution of Materials and Supply Chain Management to business results and illustrate how to cope with uncertainty in Supply Chains.
- ◆ To promote an active exchange of experiences to evaluate Materials Management methods, make improvements to the current Materials Management System, determine Optimum Inventory levels, and analyze Replenishment Policies.
- ◆ To facilitate Reduction of Excess Inventories and Investment in Right Materials for better Customer Service, better Investment Turnover, and of course, Greater Profits.

## CONTENT

The modules covered in the programme are:

- ◆ Strategic Implications of Supply Chain Management
- ◆ Optimization Models for Managing Stocks
- ◆ Modern Inventory Systems
- ◆ Warehouse Management
- ◆ International Commercial Terms
- ◆ Management of Outsourcing
- ◆ Supply Chain Solutions and e - Commerce
- ◆ Legal Issues in Managing Contracts

## PEDAGOGY

The pedagogy would include a right blend of lectures, discussions, simulation exercises and management games.

## TARGET AUDIENCE

The programme is structured to serve the interest of executives in middle and senior positions in Government, Manufacturing and Service organizations involved in Materials and Supply Chain Management functions. In particular, the programme will be of special interest to :

Commercial Executives, Materials Managers, Industrial Engineers, Production Controllers, Financial/Cost Accountants, Purchase Managers / Engineers, Warehousing Officers, Distribution Managers, System Analysts and MIS Specialists; in short - every executive who is directly responsible for functions related to Materials and Supply Chain Management and carries the burden of maintaining the efficiency of one of the organizations primary assets - its inventory. The programme will also be useful to the executives of the general management team who interact closely with Marketing, Materials and Supply functions.

***Organisational sponsorship is essential***

## VENUE

The programme is fully residential and the participants will be accommodated in air conditioned single occupancy rooms. The College does not provide accommodation for the family. The College will arrange transport between airport / railway station and venue. The College is WiFi enabled in a comprehensive way.

## DURATION

The programme duration is from **December 2 - 6, 2019**. The participants are expected to arrive a day before commencement and may leave after conclusion of the programme.

## PROGRAMME FEE

Residential Fee: **Rs. 59,500/-** (US \$1110 for foreigners) plus GST as applicable (presently 18%) per participant. The fee covers tuition, board and lodging, courseware (in electronic form) and other facilities of the College including internet usage.

Non-Residential Fee: **Rs.49,500/-** plus GST as applicable (presently 18%) per participant. The fee covers tuition, course ware (in electronic form) working lunch and other facilities of the College including internet usage.

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 before November 29, 2019.

**Note:** Kindly forward us the details of Bank/Wire transfer of fee payment indicating the **Programme Code (Prg/19-20/1/71)** to e-mail: **poffice@asci.org.in** for confirmation.

Bank details are given below:

### For Indian Participants :

Bank A/c Number 62090698675  
Beneficiary Name Administrative Staff College of India  
IFSC Code SBIN0020063  
Bank Name State Bank of India  
Branch Address Bellavista Branch,  
Raj Bhavan Road,  
Somajiguda, Hyderabad - 500 082

### For Foreign Participants:

Bank A/c Number 62090698960  
Beneficiary Name Administrative Staff College of India  
Swift Code SBININBBH04  
Bank Name State Bank of India  
Branch Address Bellavista Branch, Rajbhavan Road,  
Somajiguda, Hyderabad - 500 082.  
Nostro Account 6550992180  
(Optional)

## MEDICAL INSURANCE

The nominees are requested to carry with them the proof of Medical Insurance. The sponsoring agency is required to endorse the nominee's medical coverage in the event of hospitalization.

## LAST DATE FOR NOMINATION

Please use the prescribed/attached form. Last date for receiving nomination form is **November 25, 2019**. Kindly contact Programmes Officer for further details (contact details are given at the end of the nomination form).

## LAST DATE FOR WITHDRAWAL

**November 26, 2019**. Any withdrawals after this date will entail forfeiture of fee paid.

## ASCI ALUMNI ASSOCIATION

Participants of the College programmes will automatically become members of the 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**  
email: **bvns@asci.org.in**



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 1,40,000. 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 2019-20.

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**

Bella Vista, Raj Bhavan Road, Khairatabad,  
Hyderabad - 500 082, India.

**Telefax (Programmes Office) : 0091-40-23324365**

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Fax : 0091-40-66534356

### **Delhi Campus**

C-24, Institutional Area  
South of IIT, Behind Qutub Hotel  
New Delhi-110 016.

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

**Nomination Form**  
**Programme on**

**MATERIALS AND SUPPLY CHAIN MANAGEMENT**

**(December 2 - 6, 2019)**

**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 :	_____

**Medical Insurance**

Name of the Insurance Agency	Policy Number	Validity upto
<b>Note : Coverage should be available in Hyderabad, India</b>		

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