

**LEADing Practice Supply Chain Business Competency Assessment**

Logistics/Supply Chain Management Business Competencies		Core Competitive / Core Differentiating	As- Is Ranking (1-10) 1= Low and 10 High	Current Measurements (1-10) 1= Low and 10 High	(1-10) To- Be Ranking (1-10) 1= Low and 10 High	Wanted Measurements (1-10) 1= Low and 10 High	Weakness Cluster (Pain Points/Issues)	Potential Cause of Pain Points/Issues	Performance Potential	Value Potential	
SC Competency Areas	Supply Chain Competency	Supply Chain Operational Competency									
		Demand Planning & Forecasting	Statistical Forecasting								
			Causal Forecasting								
			Composite Forecasting								
			Lifecycle Planning								
			Promotion Planning								
			Data Handling								
			Collaborative Demand Planning								
			Macro Calculation								
			Planning with Bills of Materials								
			Characteristics-Based Forecasting								
		Transfer of Consensus Demand Plan									
		Safety Stock Planning	Basic Safety Stock Planning								
			Advanced Safety Stock Planning								
		Supply Network Planning	Heuristic								
			Capacity Leveling								
			Optimization								
			Multilevel Supply & Demand Matching								
			Subcontracting								
			Scheduling Agreement								
Distribution Planning	Aggregated Supply Network Planning										
	Distribution Planning										
Service Parts Planning	Responsive Replenishment										
	Strategic Supply Chain Design										
	Parts Demand Planning										
	Parts Inventory Planning										
	Parts Supply Planning										
	Parts Distribution Planning										
Procurement	Strategic Sourcing	Parts Monitoring									
		Long-term Planning									
		Bid Management									
		Contract Management									
	Purchase Order Processing	Catalog Management									
		Source Determination									
		Conversion of Demands to Purchase Orders									
	Invoicing	Confirmation and Monitoring Purchasing									
		Procurement Visibility									
		Receiving an Incoming Invoice									
Manufacturing	Production Planning & Detailed Scheduling	Verifying an Incoming Invoice									
		Release of Blocked Invoices									
		Production Planning									
		Detailed Scheduling									
	Manufacturing Visibility & Execution & Collaboration	Multilevel Supply & Demand Matching									
		Materials Requirements Planning									
		Make-to-Order									
		Repetitive Manufacturing									
		Flow Manufacturing									
		Shop Floor Manufacturing									
MRP based Detailed Scheduling	Lean Manufacturing										
	Process Manufacturing										
	Batch Management										
	Manufacturing Intelligence Dashboard										
	Manufacturing Visibility										
	Production Planning										
Warehousing	Inbound Processing & Receipt Confirmation	Detailed Scheduling									
		Determination of External Demands									
		Acknowledgement of Receipt within Logistics									
		Advanced Shipping Notification									
		Value-Added Services									
		Yard Management									
		Delivery Monitoring									
		Goods Receipt									
		Material Valuation									
		Outbound Processing	Delivery Processing & Distribution								
	Delivery Monitoring										
	Value-Added Services										
	Yard Management										
	Cross Docking	Goods Issue									
		Proof of Delivery									
	Warehousing & Storage	Fulfillment Visibility									
		Planned Cross Docking									
		Opportunistic (unplanned) Cross Docking									
		Strategies									
		Slotting/Warehouse Optimization									
Native Radio Frequency Processing											
Task Interleaving & Resource Management											
Multiple Handling Units											
Inventory Management											
Storage and Stock Management											
Physical Inventory	Quality Management Integration										
	Production Supply										
	Visibility of Warehouse Activities										
	Decentralized Warehouse										
Order Fulfillment	Sales Order Processing	Planning Phase of Physical Inventory									
		Counting Phase of Physical Inventory									
		Monitoring of the Physical Inventory activities									
		Rules-based Available-to-Promise (ATP)									
	Billing	Multilevel ATP Check									
		Capable-to-Promise (CTP)									
	Service Parts Order Fulfillment	Product Allocation									
		Backorder Processing									
		Creation and Cancellations of Invoices									
		Transfer Billing Data to Financial Accounting									
Transportation	Freight Management	Parts Marketing & Campaign Management									
		Parts Order Processing									
		Complaints Processing									
	Planning & Dispatching	Supplier Transportation Charges									
		Customer Transportation Charges									
		Transportation Charge Rates									
Rating & Billing & Settlement	Integrate Invoice request to FI / CO system										
	Asset Maintenance										
	Driver Maintenance										
Real World Awareness	Supplier Collaboration	Collaboration Shipment Tendering									
		Seamless integration									
	Supply Chain Event Management	Procurement Visibility									
		Fulfillment Visibility									
Supply Chain Visibility	Strategic Supply Chain Design	Transportation Visibility									
		Manufacturing Visibility									
		Supply Network Visibility									
	Supply Chain Analytics	Outbound / Inbound RFID									
		Railcar Management									
		Container Track/Trace									
Supply Network Collaboration	Supplier Collaboration	Partner Applications & xApps									
		Pre-Configured Business Processes									
		Serialization Data Management									
		Hardware & Device Management									
	Customer Collaboration	Supply Chain Definition									
		Supply Chain Monitoring									
		Alert Monitoring									
	Outsourced Manufacturing	Service Fill Monitor									
		Service Loss Analysis									
		Supplier Delivery Performance Rating									
Supply Chain Management with Duet	Demand Planning in MS Excel	Inbound Delivery Monitor									
		Collaboration Performance Indicator									
		Key Performance Indicators									
	Supplier Collaboration	Supply Chain Performance Management									
		Operational Performance Management									
		Supply Chain Analytical Applications									
Customer Collaboration	Supply Chain Risk Management										
	Identify Risks										
	Manage Risks										
Outsourced Manufacturing	Monitor Risks										
	Demand Analysis and Update										
	Supply Analysis										
Supply Chain Management with Duet	Supplier Collaboration	Executive S&OP Analysis									
		Release Process									
		SMI Process									
	Customer Collaboration	Purchase Order Process									
		Dynamic Replenishment Process									
		Kanban Process									
Outsourced Manufacturing	Delivery Control Monitor Process										
	Invoice Process										
	Self-Billing Invoice Process										
Supply Chain Management with Duet	Demand Planning in MS Excel	Responsive Demand Planning									
		Responsive Replenishment Planning									
		Contract Manufacturing Purchasing									
Supply Chain Management with Duet	Demand Planning in MS Excel	Supply Network Inventory									
		Work Order Process									
		Planning Online									
Supply Chain Management with Duet	Demand Planning in MS Excel	Planning Offline									

General Ranking Guidelines: 0-1 N/A or Limited      2-3 Low      4-6 Average      7-8 High      9-10 Critical

Source: LEADing Practice Supply Chain Standard