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Establish Project Commitment - *DISCOVER*

Review the [GUSI Introductory Slide Presentation](#)

Explains upstream integration, the GUSI model and the benefits to be gained by both manufacturers and suppliers.

Develop your business case for implementation

- o Talk internally re gap analysis against model before approaching trading partners
- o Talk to your upstream trading partners about opportunities for joint improvements.
- o Consider a broader (industry) or category (e.g. beverages sector) approach for better returns based on scalability.

Project Planning - *DEFINE*

Establish your project team.

Project sponsor who can champion the project, project manager and functional leads depending on which parts of the GUSI model you are implementing now:

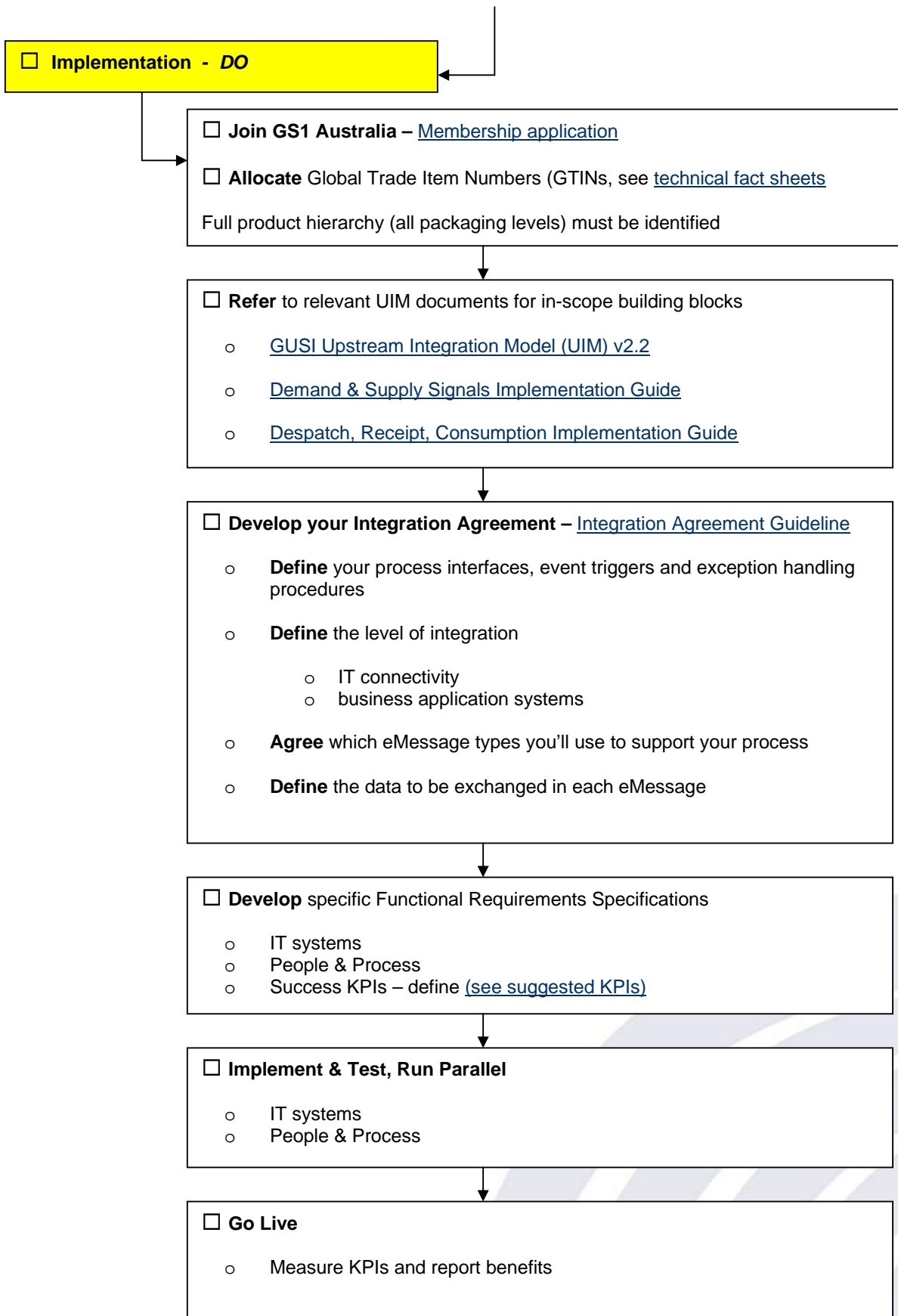
Business areas likely to be involved are:

Manufacturer – Procurement/Planning, Logistics/Supply Chain, IT, Finance

Supplier – Sales, Production, Warehouse/Logistics, Supply Chain, IT, Finance

Define your initial project scope – see [GUSI Upstream Integration Model v2.2](#)

- o **Determine** which part(s) of the supply chain (which trading partners, which processes) are to be automated, and link those to your business drivers (why)
- o **Determine** whether you are implementing a TOM or SMI model
 - o TOM = client sends firm order with defined quantities, locations and delivery dates
 - o SMI = client sends stock and consumption data only, allows supplier to schedule replenishment quantities, locations and delivery dates
- o **Confirm** transfer of ownership is upon delivery acceptance (stock is not held on consignment)
- o **Determine:** If you are automating settlement
 - o traditional invoicing or self billing
- o **Determine** degree of IT integration versus simple process alignment



Maintenance - SUPPORT

Handover to the business

- Ensure all staff understand the benefits of the new way of trading with suppliers
- Train staff at all levels, include benefits to them in their roles
- Integrate new processes into standard operating procedures and staff inductions
- Communicate the new way of doing business with new suppliers
- Embed KPIs around the new processes to report on benefits as they

Support a completed transition

- Resource support adequately so that staff don't revert to the old processes
- Persist with your upstream "Champion" role for at least 6 months post implementation
- Maintain your investment in the new processes – follow the rules of your integration agreement, amend them with trading partners if necessary, use good quality master data
- Resolve issues as they arise and put solutions in place to avoid them in future
- Keep open dialogue with suppliers and manufacturing customers
- Report regularly on benefits being accrued
- Develop post project phases for continuous improvement