

# Framing a Business Case for the Changing Face of Enterprise Supply Chains

## What we do

Firstly, we optimise Customer Business Processes by capturing and applying business rules, adding new capabilities and automation

Then we extend Customer ROI by using Agile Development, Agile Deployment, Agile Adoption, and Persona-based data driven decisions

## Our Business Process Improvement (BPI) focus

- Supply Chain
- Asset Management
- People Management
- Financial Management
- Persona-based User Interfaces
- Work Force Mobility
- Google-like Searches
- Data Driven Decision Making
- Machine Learning
- Predictive Statistics
- Data Validation and Visualisation
- Process Optimisation through automation and enhanced digitisation

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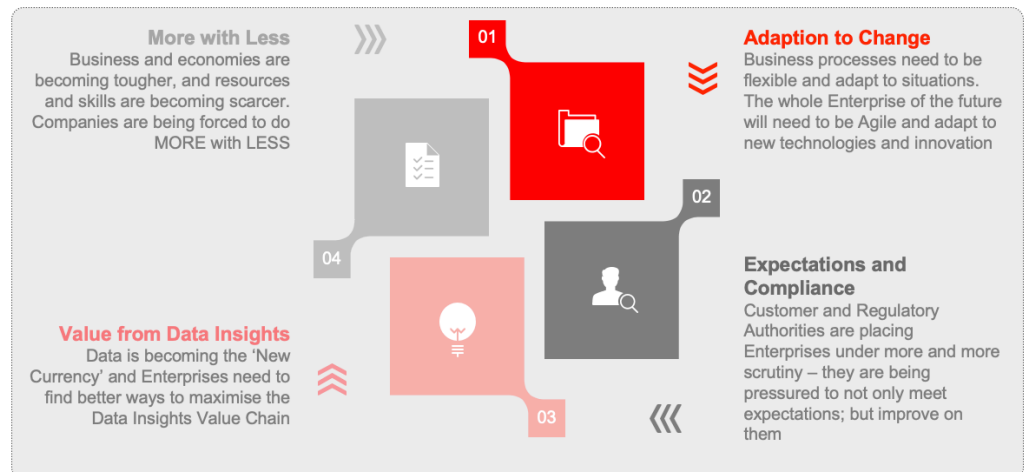
In order to frame a Supply Chain Business Case for an evolving AI & Innovation Driven Enterprise; the Leadership Team needs to

- Set very clear Superordinate Goals for the Supply Chain management
- Draw out and assess the Key Business Drivers and the salient subordinate capability to achieve desired and measurable Outcomes
- Define Strategies, Objectives and Tactics to better align with the Enterprise Goals
- Set structures and budgets based on related Driver-driven Metrics

## Superordinate Goals

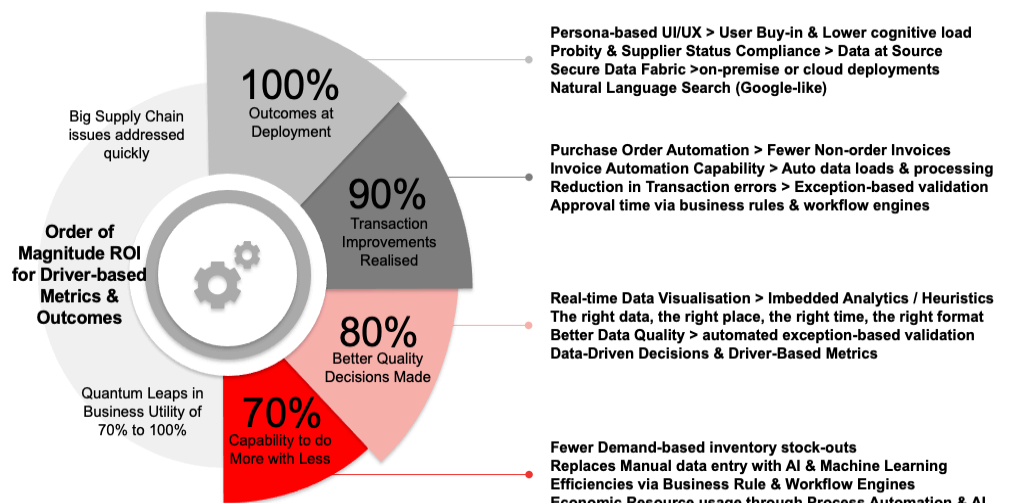
Getting the key assets of an Enterprise (People) heading towards a common end result whilst maintaining their own inclinations and agendas, requires the setting of some very clear Superordinate Goals and Concepts that assist in driving overarching behaviour.

Some of the typical messages currently being deployed are



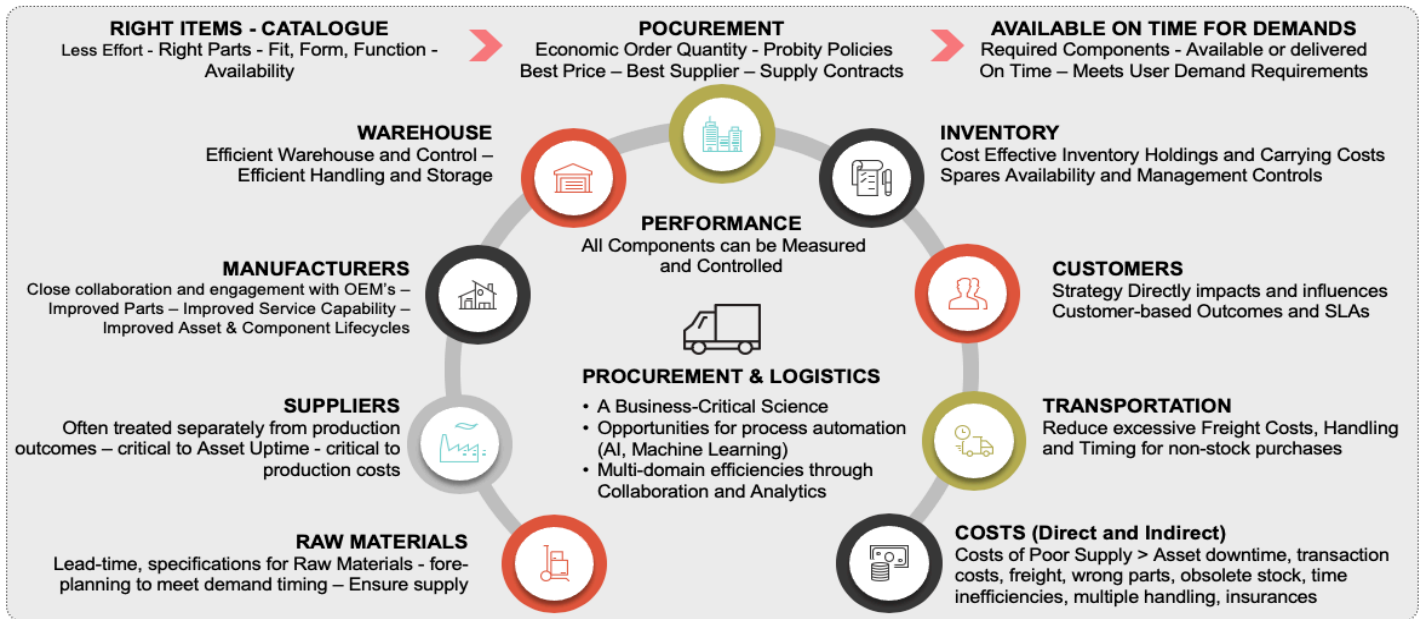
## Driver-Based Metrics and Outcomes

There is no doubt that an enterprise's current situation, geography, stakeholders, customer base, industry status, and obligations, etc. shall influence their key business drivers – we have extrapolated on the example Superordinate Goals above and used the most common Driver-Based Metrics and Outcomes as shown below.



## Subordinate Supply Chain Capabilities

The Key Business Drivers above need to be reflected in the Strategies, Objectives and Tactics for each of the Subordinate Supply Chain Capabilities as outlined in the guidance below.



## Diriger's Solutions, Capabilities & Outcomes

### Technology and Innovation with

- Problem solving capability
- Reliable outcomes
- Customer collaboration
- Effective and Ethical approaches

### About the Author/s

Greg Towne is a Co-Founder of Diriger with 35+ years of experience implementing ERP's and BPI Initiatives in Mining, Utilities, Energy & Defence. He is dedicated to working closely with our Customer's in order to help them solve the BIG problems that have been in play for far too many years.

**Diriger** Borrowed from Latin *dirigō, dirigere* ('to direct'), simplified into a first conjugation French verb

The outcomes currently being achieved by Diriger's Supply Chain Solutions are significantly measurable, fast to achieve, reliable, efficient, utilise several new innovations in technology such as AI & Machine Learning; and are fully integrated to EAM/ERP/BoB solutions via our propriety business to business platform.

### Strategies and Technologies

- Process Automation to build efficiency and repeatability
- AI and Machine Learning to do things smarter
- Business Rule and Workflow Engines
- Imbedded Analytics and Guided Heuristics
- Secure Data Fabric for on-premise or cloud deployments
- Data Insights Driven Capability for better decision making
- Persona-Based UI/UX to garner better User Buy-in
- Data Driven Decision-making to ensure outcomes are based on facts
- Data entry/update at Source to minimise data rehandle
- Exception-Based Validation governed by Business Rules
- Natural Language Searching Capability

### Measured Examples Diriger Supply Chain Outcomes

- >70% of Purchase Order's automated
- <5% Non-Order Invoices
- 100% Probity Compliance and full Audit Controls
- 100% Invoices payments on-time
- 100% Supplier Status Compliance
- 100% User Adoption and Input
- >90% of Invoices fully automated
- >50% reduced Inventory Holdings
- <10% Error recycle (Across all processes)
- >200% Reduction in User Screen-time
- >100% Reduction in Data Search-time