



REPORT

GUEST LECTURE
BY

MR. GIRISH PALIWAL

Independent Professional

TOPIC:
Supply Chain Management

18th January, 2017
AEC Hall



GUEST PROFILE:

- Independent Professional
- Executive Vice President - Wind World India
- Senior Manager Materials - Ispat Industries Ltd.
- Assistant Manager - BPL
- Graduate Engineer Trainee - Ashok Leyland

Sir is an Independent Professional in Renewable Energy, Supply Chain Management, Cost Innovations, Project Management, New Technologies and Innovations, Business Management. Head of supply chain of Indian operations of MNC in Renewable Energy business involved in manufacturing, project execution and complete turnkey solution in Wind Energy sector.

Responsibilities of Mr. Paliwal included annual procurement of about Rs. 1800 Crores, supporting high growth of company. He also created and developed a techno commercially strong highly motivated and young enthusiastic team.

Sir was able to achieve a cost reduction consistently 6 - 8% per year for last five years through indigenization and global alternate sourcing, for high quality and reliable parts and vendor support structure. Export and Imports with exports house status and imports of about 1800 containers per year valuing about 100 million US \$.

LECTURE:

The commencement speech was given by Mr. Prasant Maheshwari (CIC Member) which was followed by a floral welcome by Dr. Bibhuti Bhusan Tripathy. Mr Girish Paliwal was an energetic and focussed person who kept the students engaged during the session.

Sir started of by asking the students about their perception of business after receiving various answers he expressed his view by saying that business is making money on medium and long term basis. The problem in today's start-up are that they are aiming for quarterly profits.

The major objective of Mr. Paliwal was to give a **“Macro-View of Supply Chain Management”**. To give the student a clear concept of SCM he started of by giving an example of Hospitality sector. Then he gave an example of Airline sector how a proper SCM



helps in customer retention. He focussed that for a proper functioning of SCM efficiency and effectiveness is necessary.

Sir mentioned that a company should focus on the tangible figures that is **return on investment (ROI), cash-flow and profits**. If the company can focus on these three figures and look at it in an operational perspective then we can diagnose any issue that the company faces. In an organization material, funds and information flow from different points in space and time and mostly merge in an organization or at a later stage.

The next topic he focussed on was **inventory management** by defining it as Resources that are ready to use. He focusses on the importance on order quantity and economic order quantity. Where order is equal to lead time multiplied by consumption rate. The important factor is that the lead time doesn't make a difference may it be 3 days or 3 months the focus should be on the deviation from the lead time.

Inventory management has more to do with **quality management**. Even in inventory management we shouldn't just focus on the organizations inventory but also look backwards at our suppliers creating a mutual visibility between the suppliers and organization. For this to successfully take place there will be a lot of information we have to manage this also. Relay of differentiation of products takes place on the downside of SCM. The levels of inventory is decided by the value of products created by the stock. The recent trend in SCM is to have one major warehouse followed by many small distributors.

To end the session sir focussed on the **importance of flow of information** for better level of inventory. After this sir had a question and answer session with the students.

The session ended by the vote of thanks presented by Ms. Upasana Chitkara (CIC Member)



STUDENT'S FEEDBACK:

Roll No.	Feedback	Rating
201611306	It was great session on inventory management and economic order quantity	4
201600115	Nice session	3
201601302	Good	3
201611227	Deep insight about supply chain management	4
201600207	Informative session	4
201601210	Nice session	5
201600231	Insightful Session	4
201601133	Knowledgeable session	4
201601228	Practical implications and good examples of corporate world	4
201601103	Excellent	2
201611209	Practical knowledge about how to deal with problems regarding supply chain management	4
201611204	Knowledgeable session	4
201601344	Insightful thoughtful and practical	5

SOME SNAPSHOTS FROM THE SESSION:-



Mr. Girish Paliwal during the lecture



Mr. Girish Paliwal with CIC Members