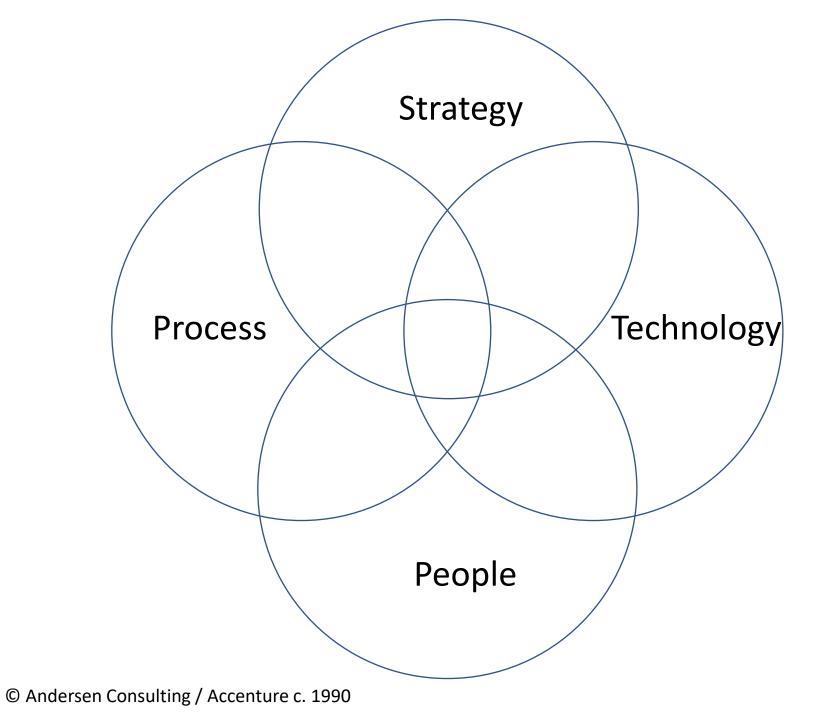
# The Next 10 Years in Supply Chain

"What will be the key to success ?"

Gavin Chappell – Chief Operating Officer, Bensons for Beds (A personal perspective)

# The Old Ones Are Always The Best !



### People have been the consistent theme as Supply Chain has developed

#### **Underlying Principles**

- **Right Product** -
- **Right Time** -
- **Right Place** -
- Right Cost -
- **Right Quality**

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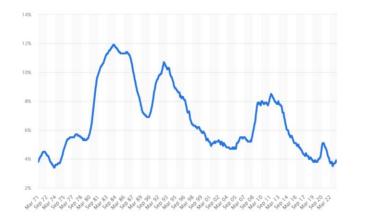
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Mgmt Systems

'10's '20's '00's '90's '70's '80's **Crisis Mgmt** Demand Internet / Globalisation Automation Computerisation Fragmentation **ECommerce** BREXIT Additional Mechanisation • Single EU B2B ٠ • EPOS ٠ channels Market (93) COVID B2C • Automation Forecasting & ٠ Customer China really Replenishment Ukraine • Robotics On Line Only ٠ segmentation opens up Players CAD / CAM NPD explosion Far East ٠ Warehouse Sourcing Customisation ٠

# **Current People Challenges**



Labour Shortage : UK Unemployment Rate – 3.8% April '23



Expectation Management – Expectations are high: Reality is lower



Educational Deficiency: More Graduates but At What Quality ?

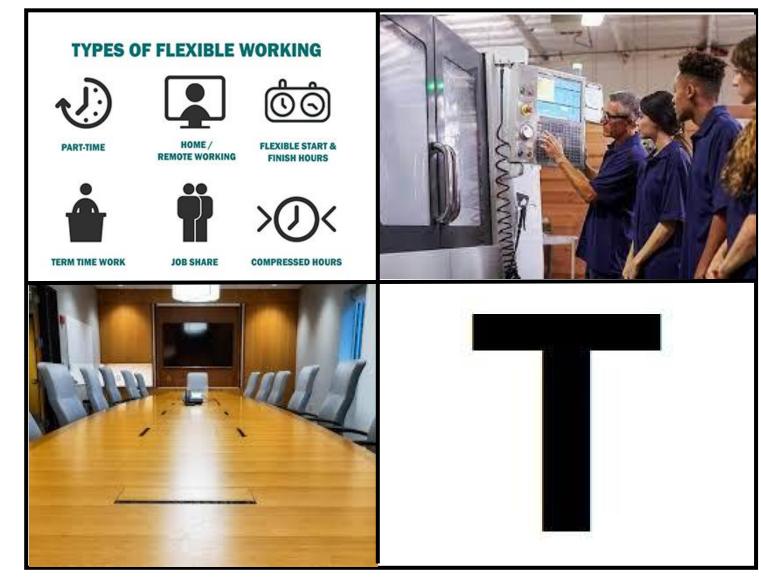


Career Attractiveness:

## Mitigating Strategies

Flexible Working Patterns

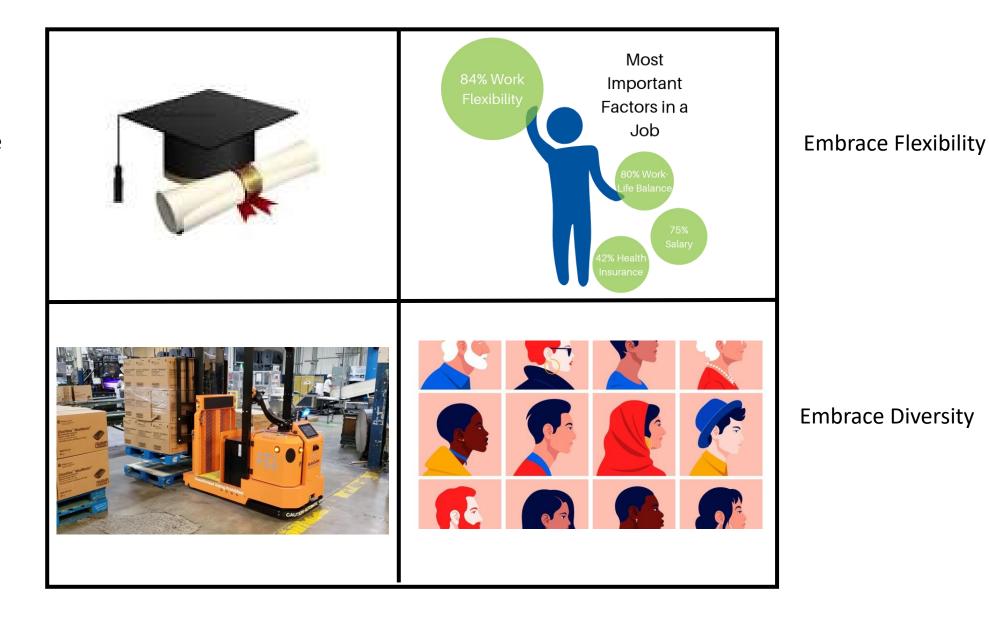
Board Level Supply Chain Representation



Apprenticeships

Cross Functional Leaders © Allan Waller OBE

## What Should We Do As An Industry ?



Professionalise the Industry

Automate the Automatable

Who knows what the next 10 years will hold !

