



Certificate in Distribution Professional Management: Session 1 Agenda: Optimizing Distributor Profitability

Day 1 8:30-12:00	<ul style="list-style-type: none"> • Distributor Valuation and Shareholder Value Optimization • Overview of Financial Statements
Day 1 1:00-5:00	<ul style="list-style-type: none"> • Power of Small Numbers • Key Financial Ratios- 4 Drivers and 14 Metrics
Day 2 8:00-12:00	<ul style="list-style-type: none"> • Key Factors for Capital Investment • Understanding and Controlling Operating Expenses
Day 2 1:00-5:00	<ul style="list-style-type: none"> • Distributor Profitability Framework • 7 Process Groups and 47 Processes • Linking Processes to Shareholder Value
Day 3 8:00-12:00	<ul style="list-style-type: none"> • SOURCE- Process Assessment • Supplier Stratification and Supplier Performance Management
Day 3 1:00-5:00	<ul style="list-style-type: none"> • STOCK- Process Assessment • Inventory Management Model • Inventory Stratification and Demand Classification
Day 4 8:00-12:00	<ul style="list-style-type: none"> • Demand Forecasting and Replenishment • STORE- Process Assessment • Critical Warehouse Practices, Lean Fundamentals, and Quality Metrics • SHIP & SUPPLY CHAIN Planning
Day 4 1:00-5:00	<ul style="list-style-type: none"> • SELL- Process Assessment • Customer Stratification • Key Action Items and Implementation Roadmap • Conclusion: Questions and Discussion