



International Supply Chain Solutions



Understanding WORLD CLASS

Logistics and Distribution

Introduction

Logistics management is a part of supply chain management; it plans, implements and controls the flow and storage of goods and services in order to meet customer's requirements. It is a vital part of a supply chain as it is the profit making aspect of a supply chain; getting the goods to the final consumer who then pays for the goods or services rendered to accord the organization its profit.

Logistics and distribution managers organize the storage and distribution of goods. They ensure that the right products are delivered to the right location on time and at a good cost. They are also involved in transportation, stock control, warehousing and monitoring the flow of goods. Understanding the whole supply chain is important so that they can coordinate it effectively and liaise with suppliers of raw materials, manufacturers, retailers and consumers.

In this regard, we have put together this comprehensive two day training to bring Logistics and Inventory Managers up to speed with the importance of their roles and how to perform them with the utmost professionalism and efficiency.

Venue & Dates



Face to Face Training

Venue : The Panari Hotel, Nairobi
Date : 28th October – 31st October, 2024
Duration : 4 Days

Virtual

Date : 28th October – 08th November, 2024
Duration : 10 Days @ 2 ½ hours

Virtual (with Implementation Support)

Module 1 : 22nd July – 25th July, 2024
Module 2 : 23rd September – 26th September, 2024
Module 3 : 28th October – 31st October, 2024
Module 4 : 18th November – 21st November, 2024

Duration : 4 Days @ 2hrs for each module

Course Objectives

At the end of this course, we expect the participants to be able to:

- Define distribution management
- Demonstrate the components of the supply and distribution channel
- Define the inventory management function
- Identify the functions of inventory
- Outline the strategic inventory management process
- Define warehouse management
- Detail warehouse functions
 - material handling, product storage, order management, and information transfer
- Define transportation management
- Understand the fundamental principles of transportation
- Detail the principles of transportation operations

Who Should Attend?

- Distribution Managers and Staff
- Transportation Managers and Staff
- Warehouse Managers and Staff
- Customer Service Managers and Staff

Investment

Face to Face Training:	Kshs. 119,900/= / USD 1190
Virtual Training:	Kshs. 99,900/= / USD 990
Virtual Training: (with Implementation Support):	Kshs. 119,900/= / USD 1190
	* exclusive of VAT

- ▶ *ISCS is a NITA Registered Training Organisation – Ref No. NITA/TRN/640*
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Course Content

1. INTRODUCTION TO DISTRIBUTION AND LOGISTICS

- Define distribution management
- Demonstrate the components of the supply and distribution channel
- Detail a channel design tree structure
- Describe the various types of channel intermediaries
- Identify the need for distribution channels
- Detail the roles performed by the distribution function
- Define logistics management
- Describe the functions of logistics management
- Explain the components of logistics operations
- Understand the concept and practice of reverse logistics
- Detail the components of an effective logistics strategy
- Explore the guidelines for creating a logistics strategy
- Understand the role of the logistics function in supply chain management

2. CHANNEL NETWORK DESIGNS

- Define the activities involved in channel network design
- Explain the reasons for supply and distribution channels
- Detail critical channel network design considerations
- Understand channel network design factors
- Outline levels of channel network dependency
- Work with the channel configuration attribute matrix
- Describe several different channel network design options
- Compare distribution network design option performance
- Deploy a framework for channel network design
- Discuss the micro decisions influencing distribution channel design
- Use the factor-rating method for channel network design
- Use the center-of-gravity method for channel network design
- Detail channel demand and capacity

3. DISTRIBUTION REQUIREMENTS PLANNING (DRP)

- Describe distribution channel dependencies
- Detail “Push” system functions
- Detail “Pull” system functions
- Decide what to choose: reorder points or DRP?
- Define distribution requirements planning (DRP)
- Explore time phasing – the heart of DRP
- Understand the DRP planning grid
- Calculate the projected available balance (PAB) and the DRP grid
- Calculate net requirements and the DRP grid
- Review the DRP planned order generation
- Perform PAB and net requirements recalculation
- Explore DRP and the bill of distribution (BOD)
- Outline the DRP planning process
- Perform a full DRP calculation

4. TRANSPORTATION MANAGEMENT

- Define transportation management
- Understand the fundamental principles of transportation
- Detail the principles of transportation operations
- Describe transportation participants
- Outline the load transport aspects of transportation services
- Outline the product storage aspects of transportation services
- Explain the relationship of transportation to other business functions
- Classify the modes of transportation: motor railroad, air, water, pipelines, and intermodal
- Describe the types of transportation carriers
- Define the functions and impact on transportation of third-party logistics (3PLs)
- Outline the various forms of logistics outsourcing models
- Detail the challenges facing today’s transportation industry

Course Content

5. PACKAGING AND MATERIALS HANDLING

- Define warehouse design and layout objectives
- Determine warehouse size and capacity
- Describe basic warehouse layouts
- Understand warehouse layout development
- Detail warehouse design layout principles
- List the key principles of materials handling
- Classify the types of storage systems
- Outline large-item or large-volume product storage
- Review small-item or low-volume product storage
- Review automated storage systems
- Discuss stocking inventory in warehouse locations
- Describe dock materials handling equipment
- Describe mobile materials handling equipment
- Define the role of packaging and unitization
- List the key drivers of warehouse automation
- Detail the components of warehouse automation

6. TRANSPORTATION OPERATIONS

- Describe the principles of transportation operations
- Review the role of transportation administration
- Detail the types of transportation risk
- Outline the components of the transportation management process
- Classify the elements of transportation cost
- Review the detail components of transportation cost
- Understanding transportation rates and pricing
- Explain domestic transportation terms of sale
- Detail the steps in transportation mode selection
- Detail the steps in transportation carrier selection
- Review transportation routing and scheduling functions
- Review transportation documentation and post-shipment processing
- Outline transportation performance management
- Define transportation management technologies

What Others Have Said

"Very useful to participants, very practical solutions to actual challenges shared"

Nancy Mutonyi,
Warehouse Manager,
Crown Berger (K) Ltd.

1

"The program was relevant and suitable"

Charles Wainaina,
Senior Procurement Officer,
Kengen

2

"The training offers the necessary skills required to manage today's competitive business environment efficiently and effectively. The course content is detailed, informative and has necessary content. The facilitators are qualified and the learning environment is conducive"

Benson Ndegwa,
Stores Assistant,
Britam Head Office

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► *Note: Some of those quoted above may have since changed roles*

Some of Our Past Clients



Goodness for all



Kenya Power



KenGen
Energy for the nation



Celebrating Life



KE-UWCDL-2024

International Supply Chain Solutions
(A division of Fremont International Associates Ltd)

APPLICATION FOR REGISTRATION & TRAINING AGREEMENT

Understanding World Class Distribution and Logistics

PLEASE WRITE IN BLOCK LETTERS

Company Name:

Physical Address:

Postal Address:

Postal Code:

Telephone:

Email Address:

Delegate Names

&

Job Designation

(Title)

* (Attach additional names in a separate sheet of paper as appropriate)

Authorization Signature:

Name:

Position:

Email:

Signature:

Date:

* (This booking is invalid without a signature from the contracting organization)

Please specify

any dietary

requirement

or

any other special

requirements

(disability, e.t.c.)

* (Attach additional in a separate sheet of paper as appropriate)

Contacts

Call us for more information:



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STANDARD REGISTRATION FEES

* (Does not include accommodation, transport & VAT)

- Face to Face: Ksh. 119,900 / USD. 1,190 (excl. VAT)
- Virtual: Ksh. 99,900 / USD. 990 (excl. VAT)
- Virtual (with Implementation Support): Ksh. 119,900 / USD. 1,190 (excl. VAT)

PAYMENT DETAILS:

- Please make cheques payable to Fremont International Associates Ltd
- Payments must be made prior (or at the training venue on the commencement day of the training) upon registration



Terms & Conditions

SUBMISSION OF A REGISTRATION FORM SHALL BE DEEMED TO BE ACCEPTANCE OF THE ORGANIZERS TERMS AND CONDITIONS, AND SHALL BE JOINTLY AND SEVERALLY BINDING ON APPLICANT AND THE APPLICANT'S CORPORATE ENTITY

1. Fees Terms: Fees are inclusive of training material and refreshments.
2. Payment Terms: Following completion and return of the registration form, full payment is required within 5 days from receipt of the invoice. Payment must be received prior to the conference date. A receipt will be issued on payment. Due to limited conference space we advise early registration to avoid disappointment. We reserve the right to refuse admission if payments are not made in full unless otherwise stated on the registration form or ISCS is informed before the training date.
3. Cancellation/Substitution: In the event of cancellation, 50% of fees will be charged provided cancellation in writing is received 2 days before the training date. Any cancellation done after that the client will be charged the full amount of the training. You are however encouraged to provide a substitute in the event of a cancellation.
4. No-Refund Terms: Kindly note that the company operates on a no-refund policy with regard to fees already paid, the client is however encouraged to provide a substitute. Please notify us in writing of any such substitution.