

**"Value nets are digital powerhouses
that fuel business results."**

— From the Foreword by **Adrian Slywotzky**

Value Nets

**BREAKING THE
SUPPLY CHAIN TO
UNLOCK HIDDEN PROFITS**

**David Bovet and
Joseph Martha**
Mercer Management Consulting

Value Nets Breaking The Supply Chain To Unlock Hidden Profits

Alvaro Vargas Llosa

Value Nets Breaking The Supply Chain To Unlock Hidden Profits:

Value Nets David Bovet, Joseph Martha, Mercer Management Consulting, 2000-05-24 Value nets are digital powerhouses that fuel business results. From the Foreword by Adrian Slywotzky: If you have ever ordered a computer over the Internet and been amazed that a product built to your exact specifications could arrive at your door within days or if your business's competition is suddenly gaining share by delivering custom designed merchandise faster and more reliably than you can, you need to read **Value Nets**. Enlightened managers around the world are learning that the supply chain can be a bountiful source of profitable growth, increased market share and shareholder value. **Value Nets: Breaking the Supply Chain to Unlock Hidden Profits** shows you how to release the value hidden in supply chain operations through new digital networked solutions. **Value Nets** introduces you to a new form of business design built around superb supply chain performance in the e-commerce world. This design enables any company to do far more with the supply chain than simply control costs. It provides a basis for true differentiation in the marketplace and gives you the power to deliver first rate service and customized products to customers in ways that delight them and keep them coming back for more. Using numerous powerful case studies and examples from companies that have adopted value net design (Gateway, Cisco Systems, Cemex, Biogen, Zara and dozens more), the authors demonstrate how value nets bridge the gap between the executive culture of strategy and business reinvention and the operational world of procurement, manufacturing and logistics. They introduce the new concept of value nets and offer compelling evidence of their outstanding results. They also explain the five elements of value net creation, supplying specific examples from companies that have built value nets and showing how the new design helped these companies achieve superior profitability and customer satisfaction. Complete with an appendix that helps you think through the applicability of value nets to your company, **Value Nets** delivers everything you need to understand and implement this remarkable new business design. It captures the creativity of today's most effective business model and puts its power where it will do the most good: right in the palm of your hand. As one of the world's premier corporate strategy firms, MERCER MANAGEMENT CONSULTING helps leading enterprises achieve sustained shareholder value growth through the development and implementation of customer focused business designs. Mercer's thought leadership on the topic of value growth is evident in four agenda setting books published in the past four years: *Profit Patterns*, *The Profit Zone*, *Value Migration* and *Grow to Be Great*. The firm serves clients from twenty offices in the Americas, Europe and Asia. **Value Nets** exposes the supply chain for what it really is: a strategic differentiator. Reading about the success of Apple Computer, Zara et al will convince you that the time to take action is now. H. Lee Scott, President and CEO, Wal-Mart Stores Inc. Our experience is proof that the ideas presented in **Value Nets** work. Agile networked operations help us deliver superb service to our customers and drive shareholder value as well. James Mullen, President and COO, Biogen Inc. **Value Nets** takes supply chain management to the next frontier. CEOs will find it extremely helpful in their quest to provide better service and reduce cost by meeting unique

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McGuffog,2016-08-03 The value chain describes the full range of activities that firms and workers do to bring a product from its conception to its end use and beyond This includes activities such as design production marketing distribution and support to the final consumer Value chain activities can occur within or between firms within a single geographical location or spread across wider areas and can produce goods or services The overall goal of the value chain is to create value that exceeds the cost of providing a product or service thus generating a profit margin The concept of the value chain is at the early stages of a journey and many people still think conventionally Building Effective Value Chains challenges this notion helping people to think differently and to pursue the right goal in business Building Effective Value Chains gives practical easily understood advice on enhancing the value chain supported by case studies from the public and private sector that illustrate how the methodology can be applied to different value chains The book also considers the commercial value of the value chain as well as the academic origins of the value chain Author Tom McGuffog shares his knowledge and experience from working in Rowntree and Nestle the UK Procurement Agency the Defence Logistics Organisation and NHS Purchasing and Supply Taking a global perspective the issues discussed in this book are applicable internationally Building Effective Value Chains includes executive summaries at the end of each chapter useful online materials and a comprehensive list of references

Web Systems Design and Online Consumer Behavior Yuan Gao,2005-01-01 Web Systems Design and Online Consumer Behavior takes an interdisciplinary approach toward systems design in the online environment by providing an understanding of how consumers behave while shopping online and how certain system design elements may impact

consumers perceptions attitude intentions and actual behavior This book contains theoretical and empirical research from expert scholars in a number of areas including communications psychology marketing and advertising and information systems This book provides an integrated look at the subject area as described above to further our understanding of the linkage among various disciplines inherently connected with one another in electronic commerce

China's Logistics Paul Clifford,Christopher Logan,2024-12-13 Exploring an underreported subject with global ramifications this book sheds much needed light on the rapid development of China's logistics industry over the past several decades and puts it into historical context Though still lagging behind global logistics leaders overall China has invested heavily in logistics infrastructure and technology to become a vital link in global supply chains and is forging ahead in e-commerce logistics This timely book analyzes the key policies infrastructure projects technologies and companies that have transformed China's domestic logistics capabilities and enabled it to become deeply intertwined with the worldwide supply chain As the world enters a new

era of geopolitics and confronts the possibility of US China decoupling it is more critical than ever to understand China s logistics system to navigate uncertain times and with their decades of experience these authors are the very best guides Business leaders policy makers and logistics and supply chain professionals will benefit from this comprehensive and readable book s insights into how and why China s logistics system developed as it has what that means for businesses and nations connected to China and where we go from here *Introduction to e-Supply Chain Management* David Frederick Ross,2002-12-17 In the quest to remove supply channel costs streamline channel communications and link customers to the value added resources found along the supply chain continuum Supply Chain Management SCM has emerged as a tactical operations tool The first book to completely define the architecture of the merger of SCM and the Internet Introduction to e

Forbes ,2000 Marketing Strategy Mark E. Hill,2012-04-27 Marketing Strategy The Thinking Involved

Introduction to Supply Chain Management Technologies David Frederick Ross,2010-10-12 It is almost impossible to conceive of the concept and practical application of supply chain management SCM without linking it to the enabling power of today s information technologies Building upon the foundations of the first edition *Introduction to Supply Chain Management Technologies* Second Edition details the software toolsets and suites *Handbook on Business Process Management 1* Jan vom Brocke,Michael Rosemann,2010-09-21 Business Process Management BPM has become one of the most widely used approaches for the design of modern organizational and information systems The conscious treatment of business processes as significant corporate assets has facilitated substantial improvements in organizational performance but is also used to ensure the conformance of corporate activities This Handbook presents in two volumes the contemporary body of knowledge as articulated by the world s leading BPM thought leaders This first volume focuses on arriving at a sound definition of Business Process Management approaches and examines BPM methods and process aware information systems As such it provides guidance for the integration of BPM into corporate methodologies and information systems Each chapter has been contributed by leading international experts Selected case studies complement these views and lead to a summary of BPM expertise that is unique in its coverage of the most critical success factors of BPM

The Supply Chain Yearbook ,2001 CFO. ,2000-07 Summary: Value Nets BusinessNews Publishing,2014-09-29 The must read summary of Davie Bovet and Joseph Martha s book *Value Nets* Breaking the Supply Chain to Unlock Hidden Profits This complete summary of the ideas from Davie Bovet and Joseph Martha s book *Value Nets* shows how the concept of value nets bring supply chain management and performance into the digital business era In their book the authors explain how a value net marries a concise customer interface with a powerful and responsive order fulfillment engine to deliver exceptional levels of supply performance This summary will teach you how to implement this system into your own business in order to optimise processes and enhance profitability Added value of this summary Save time Understand key concepts Expand your business knowledge To learn more read *Value Nets* and discover why you should re shape your supply operations in order to gain

better results *Manufacturing Planning and Control for Supply Chain Management* Thomas E. Vollmann,2005 Vollman Berry Whybark and Jacobs Manufacturing Planning Control Systems 5 e provides comprehensive real world based coverage of the concepts tools and methods used to manage and control manufacturing systems This major revision contains four entirely new chapters and four thoroughly upgraded to nearly original content ERP system coverage and the impact of them in the field is covered now in a new introductory chapter 4 as well as being integrated heavily into many other chapters from Sales and Operations Planning 3 to Advanced Scheduling Systems 16

Current Literature in Traffic and Transportation ,2000 Mercer Management Consulting WetFeet.com (Firm),2000 **MANUFACTURING PLANNING AND CONTROL SYSTEMS FOR SUPPLY CHAIN MANAGEMENT** Thomas E. Vollmann,2005 The classic field handbook for the manufacturing professional has been revised to reflect many important changes in the manufacturing field including the pervasiveness of ERP systems and the continuing decentralization of decision making to the factory floor

Supernetworks Anna Nagurney,June Dong,2002 The advent of the Information Age has transformed the ways in which individuals work travel and conduct their daily activity Anna Nagurney and June Dong lay out the theory of supernetworks networks that exist over and above existing electronic networks in order to formalize decision making in the Information Age Supernetworks are conceptual in scope graphical in perspective and with the accompanying theory predictive in nature In this book the authors provide a unifying framework for the study of decision making by a variety of economic agents including consumers and producers as well as distinct intermediaries in the context of today s networked economy They provide the conceptual analytical and computational tools for the study of supernetworks Their approach is rigorous and of sufficient generality and detail to give added insight into the behavior and structure of large scale interacting and competitive network systems such as transportation telecommunication and financial networks Areas studied include supply chain networks with electronic commerce financial networks with intermediation telecommunicating versus commuting decision making teleshopping versus shopping decision making as well as transportation and location decisions Case studies drawn from practice are provided for illustration purposes Academics and practitioners in economics business and operations research along with management scientists transportation and logistics researchers computer scientists and applied mathematicians will find this book fascinating and useful **Long Range Planning** Strategic Planning Society,2000

Lessons from the Poor Alvaro Vargas Llosa,2008-05 An important contribution to the literature of economic development this book presents case studies of productive entrepreneurship in contemporary Africa and Latin America It looks at the growth of Kenya s chain stores and one person kiosks the rise of barter clubs in Argentina and Nigeria s clothing design industry to illustrate economists insights about entrepreneurship and the role that government regulations often play in impeding economic development Half the people in the world live on two dollars or less per day and roughly 600 million live on no more than one dollar per day With thousands of international relief organizations strategic government programs

and billions of dollars in foreign aid why do so many underdeveloped countries remain unable to grow their economies beyond mere survival It is this issue that internationally acclaimed political analyst Alvaro Vargas Llosa and a select group of economists examine in a series of case studies from around the world These studies reveal that entrepreneurial energy can be a persistent catalyst for change But unfortunately in societies dominated by political corruption and unnecessary regulation men and women seeking to innovate must hurdle a series of challenges Wealth transfer favoritism excessive taxation and lack of institutional security all conspire against progress Our contributors examine real world examples of entrepreneurship and argue that instead of redistributing existing wealth developing countries should start working to create it

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