

Faculty Profile:

V.Gopalakrishnan is working as a Counsellor at Confederation of Indian Industry (CII) - Institute of Logistics (www.cilogistics.com). He provides training, consulting and advisory services to over 7000 member companies in India. He had been a faculty member for over 150 training programs and has trained over 5000 practitioners, researchers and students. His areas of expertise include Inventory Management, Warehouse Management, Logistics, Technology Integration and Pharmaceutical Supply Chains. Prior to this role, he was Procurement Manager at an automotive company and later he worked with an IT Industry firm as a Subject Matter Expert for Oracle – e-Business Suite – SCM Modules, where he had provided Technology consulting to over 60 manufacturing plants across Europe and the Middle East. He has published articles on Pharmaceutical Supply chain challenges in India and has also presented in various seminars and conferences of CII. He has conducted various in-house training programs for corporate professionals across India. He is also a visiting faculty member for premier Business Schools in India. Gopalakrishnan is basically a Mechanical Engineer. He has an MBA degree in Operations Management from Anna University, Chennai, India. He also provides consultancy services to Industry on Supply chain improvements and Logistics Network Design.

Jaishankar, or Jai as he is known, has vast exposure to Manufacturing, Industrial Services, Management Consulting and Information Technology from a career spanning nearly three decades. Till recently Jai was Vice President at Ramco Systems and Director of the 100%-owned South African subsidiary where he conceptualized and led the execution of a unique co-creation engagement to build a local government solution. Setting up partnership with an IT incubation center largely influenced his decision to focus more on emerging organizations. His prior assignments in Ramco included setting up the Solution Center for Manufacturing and Asset Management and heading the global product management function. He cut his teeth on consulting during the decade-long association with Hofincons Group where he led the consulting division and went on to head business development, marketing and sales functions of Industrial Services, Consulting and IT divisions of the Group.

The opportunity to build software products came by when he set up Hofinsoft, IT arm of Hofincons. Under Jai's stewardship, Hofinsoft built a best-in-class Enterprise Asset Management application suite and penetrated markets in the Americas and ASEAN, in addition to consolidating premium position in its core markets of India and Middle East. Jai invests considerable amount of time in mentoring entrepreneurs and start-ups on not-for-profit basis.

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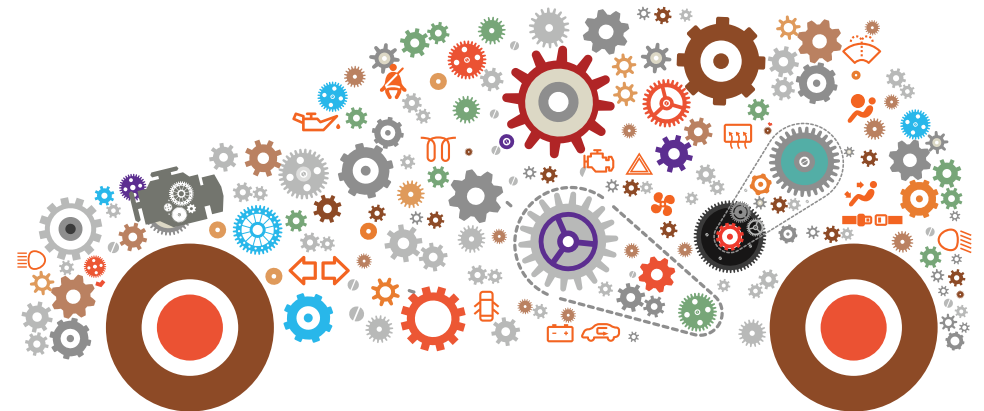


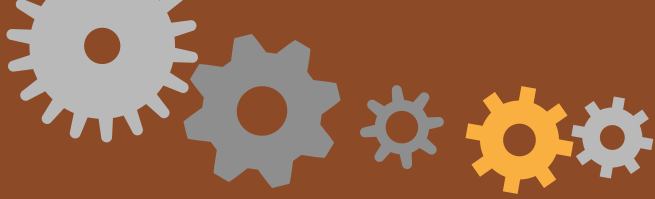
Spare parts Management & Automotive logistics

Kuttukaran Institute



Confederation of Indian Industry
Institute of Logistics





Profile of KIHHRD:

Kuttukaran Institute for Human Resource development (KIHHRD), is incepted on 30th October, 1987. This institution hails from the Popular vehicle services group which a dealer of Maruti Suzuki.

KIHHRD operates under the vision of “An endeavor to bring out excellence in individuals”

The Objective of the courses introduced at KIHHRD is imparting skill based education which is aligned with current need of Industry, with a take away of employment. Institution operates at various verticals of regular courses of technical and management, Training to equip employable skills and corporate training for various sectors.

For any organizations to grow and to keep pace with current needs and challenges of Industry employee performance is must. To align the employee performance as per the organizational mission training plays a pivotal role. Training improves potency of employees and ultimately helps the organizations to surge ahead with immense confidence to face competition. Aligned with organizational needs KIHHRD provides corporate training across the sectors in the areas of

- * Human resources development & performance Management
- * Inter personal skill development
- * Women empowerment
- * Communication skills
- * Customer services (Sales & services)
- * Technical training (Automobile)
- * Spare parts Management in Logistics and SCM
- * Dealership management

About CII

The Confederation of Indian Industry (CII) works to create and sustain an environment conducive to the growth of industry in India, partnering industry and government alike through advisory and consultative processes.

With 64 offices in India, 9 overseas in Australia, Austria, China, France, Germany, Japan, Singapore, UK, and USA, and institutional partnerships with 223 counterpart organizations in 90 countries, CII serves as a reference point for Indian industry and the international business community.

About CII- Institute of Logistics

To address the need of sharpening India Inc's competitive edge through better Logistics and Supply Chain practices, CII Institute of Logistics (CIL) was established in 2004 by the Confederation of Indian Industry as a Center of Excellence in Logistics and Supply Chain.

At CII Institute of Logistics we create a platform for the Industry to gain more insights into the emerging trends, industry specific problems of national importance and global best practices in logistics & supply chain management. We enable the industry to cut down the transaction cost, increase efficiency, and enhance profitability and enable to sensitize and bring solutions to macro level issues.

Need :

The automotive aftermarket for parts in India is a large and growing market that spans manufacturers, distributors, retailers, service providers and garages. Currently worth INR 19,000 crore to INR 24,000 crore, the market has been growing at 11 per cent, and is estimated

to reach INR 39,000 crore to INR 44,000 crore by 2015. Surprisingly, the market roughly comprises of 30% spurious parts. After-sales service is a high margin business and accounts for a large chunk of company's profits.

Mode of Conducting:

The content delivery will be through PowerPoint Presentations, Video Clippings and Case Studies. Participants will be encouraged to solve practical case studies, which will hone-up their analytical, managerial, and presentation skills.

Who Should Attend?

Operational level and Middle level personnel, after Sales team, Spare parts management team, Warehouse Managers, Buyers, Procurement team members from Corporate companies, Executives from supply chain, Imports, procurement, purchase, and materials functions.

This Training Program is designed to introduce the key concepts and to brief on the best practices followed elsewhere.

Session Plan:DAY -1

Time	Session	Topic	Faculty
10.00 AM to 11.30 AM	1	Supply chain as the new business frontier- The need for integration	CII
Tea Break			
11.45 AM to 1.15 PM	2	Product Life cycle Management, FMEA, Demand analysis for after-market service	CII
Lunch Break			
2.00 PM to 3.30 PM	3	Spare parts and inventory management processes and principles – EOQ, PR models	CII
Tea Break			
3.45 PM to 5.00 PM	4	Basic spare part and inventory analysis – ABC, VED, FSN, SDE, HML, RRS	CII

Session Plan: DAY -2

Time	Session	Topic	Faculty
10.00 AM to 11.30 AM	1	Warehouse Management – Zoning, Slotting, Picking	CII
Tea Break			
11.45 AM to 1.15 PM	2	Technology in Warehouse Management – Barcodes, WMS, RFID, PTL, PTD, VA	CII
Lunch Break			
2.00 PM to 4.30 PM	3	Performance Measures in Warehouses – VOR, Stock turns, Service level, Cost...	CII
Tea Break			
4.45 PM to 5.00 PM	4	Returns and ELV management. Tracking spurious parts and overcoming related challenges.	CII