

- There may be payment flows (but collection may be poorly executed) as well as material flows, but the information exchange tends to be limited mostly to giving orders internally, accepting bids, and sending invoices.
- Material requirements planning (MRP) takes place at a basic level, involving a bill of material, a master schedule, and current on-hand/on-order data.

### Stage 2: semifunctional enterprise

Exhibit 1-8 provides an illustration of the semifunctional enterprise. Information flow has been improved and functional areas have been defined—but they tend to perform their functions one after the other without collaborating in the most effective ways of creating value. At this stage, there are no partnerships with customers and suppliers.

Exhibit 1-8: Semifunctional Enterprise



This is a **reactive-efficient** supply chain:

- It supports competitive positioning by serving as an efficient, low-cost, and integrated unit.
- It focuses efficiency and cost management on the total delivered cost of finished goods.
- It places greater importance on connectivity technology and new equipment to automate functions to reduce labor costs and improve capacity and throughput.

In this second stage of supply chain evolution, an individual company undertakes initiatives to improve effectiveness, efficiency, and quality in specific functional areas. Here are some examples:

- The largely manual operations in warehouses may be augmented by the addition of basic materials-handling equipment.
- Inventory management may find ways to reduce levels of inventory within the company's own facilities.
- Procurement might take advantage of new purchasing strategies to obtain supplies and services at the lowest possible prices.
- The traffic department may reduce transportation costs by strategic selection of carriers and routes.

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