

Supply Chain Logistics

Procter and Gamble

6th October 2009

1
2
3
4

Who We Are

Supply Chain Case Study

Complexity of Reality

IDS + How to find out more

AGENDA

1

Who We Are



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Daily Globally Personally Professionally

P&G

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Who I am

- ❑ Read Computer Science at Edinburgh (SEOC 2003)
- ❑ Graduated in 2004
- ❑ Joined P&G in Jan 2006
- ❑ Work in Information and Decision Solutions





P&G

...170 years making everyday life a little better!

From 1837... until today...
*we have **BUILT FROM WITHIN***

23 Billion-dollar brands



Global Beauty & Grooming

Global Household Care

Global Health & Well-Being

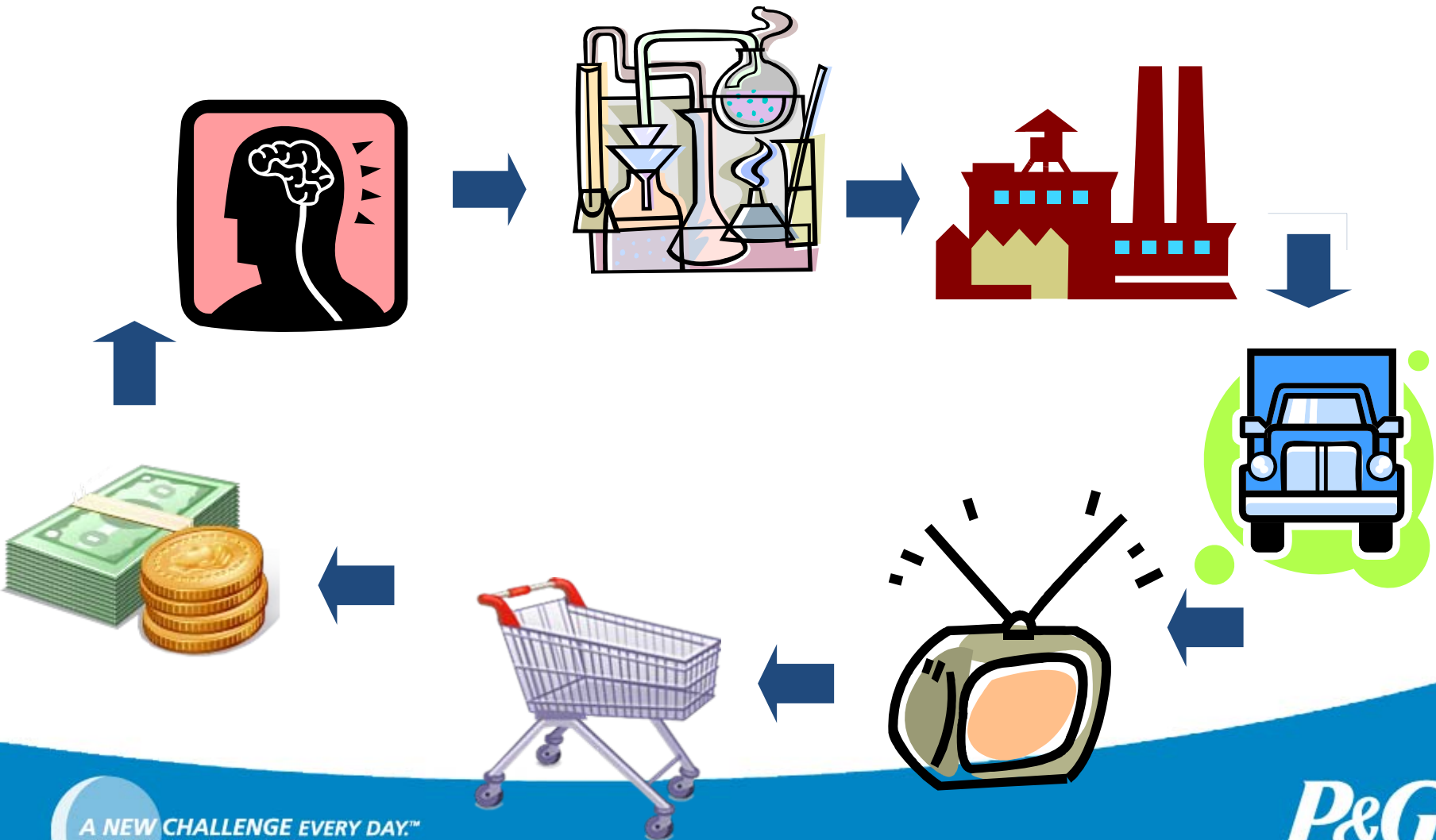
P&G At a Glance

- ❑ \$83 bn in Sales.
- ❑ 300 Brands in more than 160 countries.
- ❑ Worldwide workforce of 138,000.
- ❑ 140 Plants globally.
- ❑ 25 R&D Centres.
- ❑ \$2 bn a year on R&D.

2

Supply Chain Logistics

What do P&G do....



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Focus of the case study



Your Challenge

☐ Design a new system to optimise the UK supply chain process

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Why SEOC?

- ❑ Requirements gathering
- ❑ UML
- ❑ System Design and Architecture.



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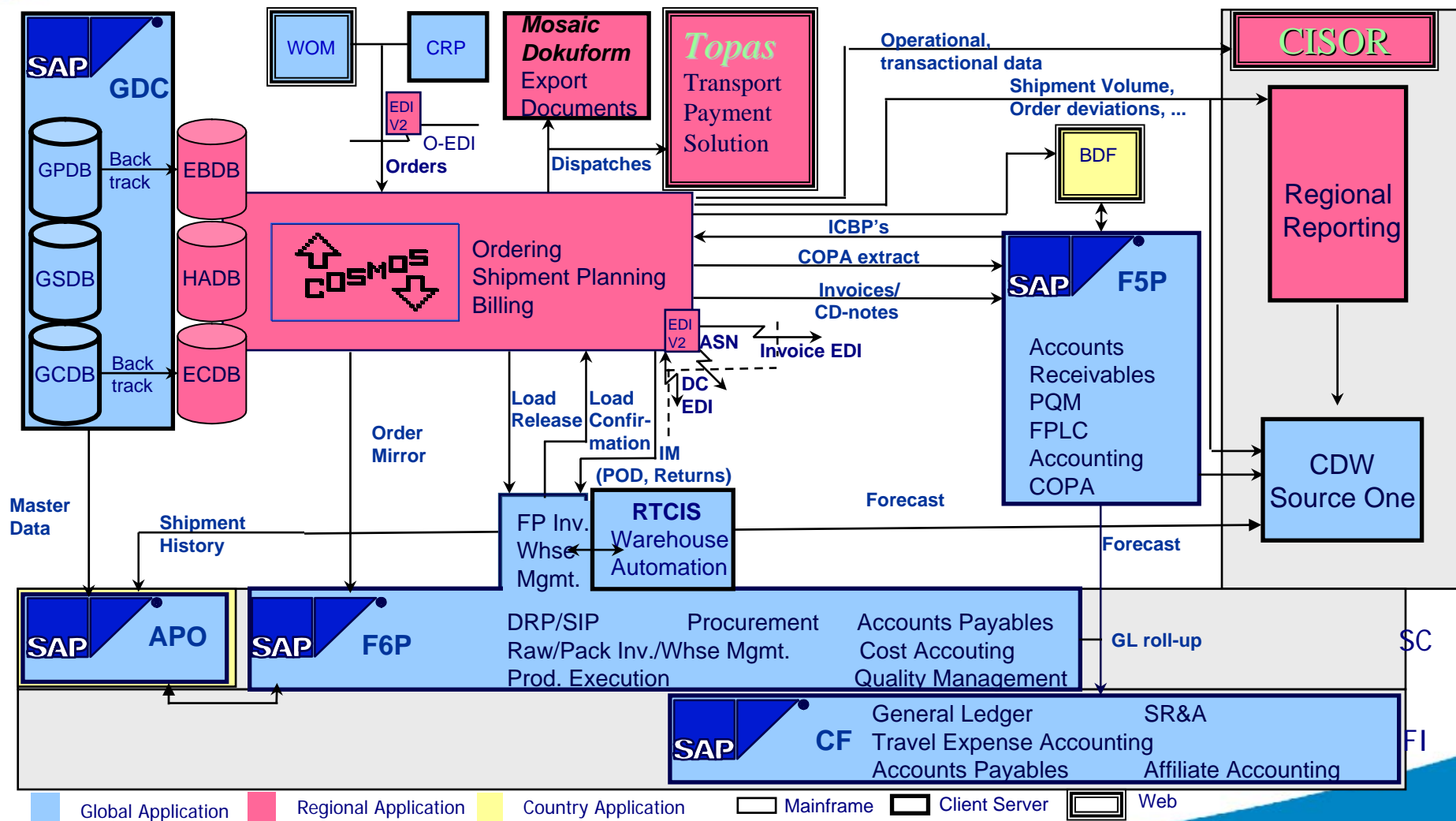
Complexity of Reality

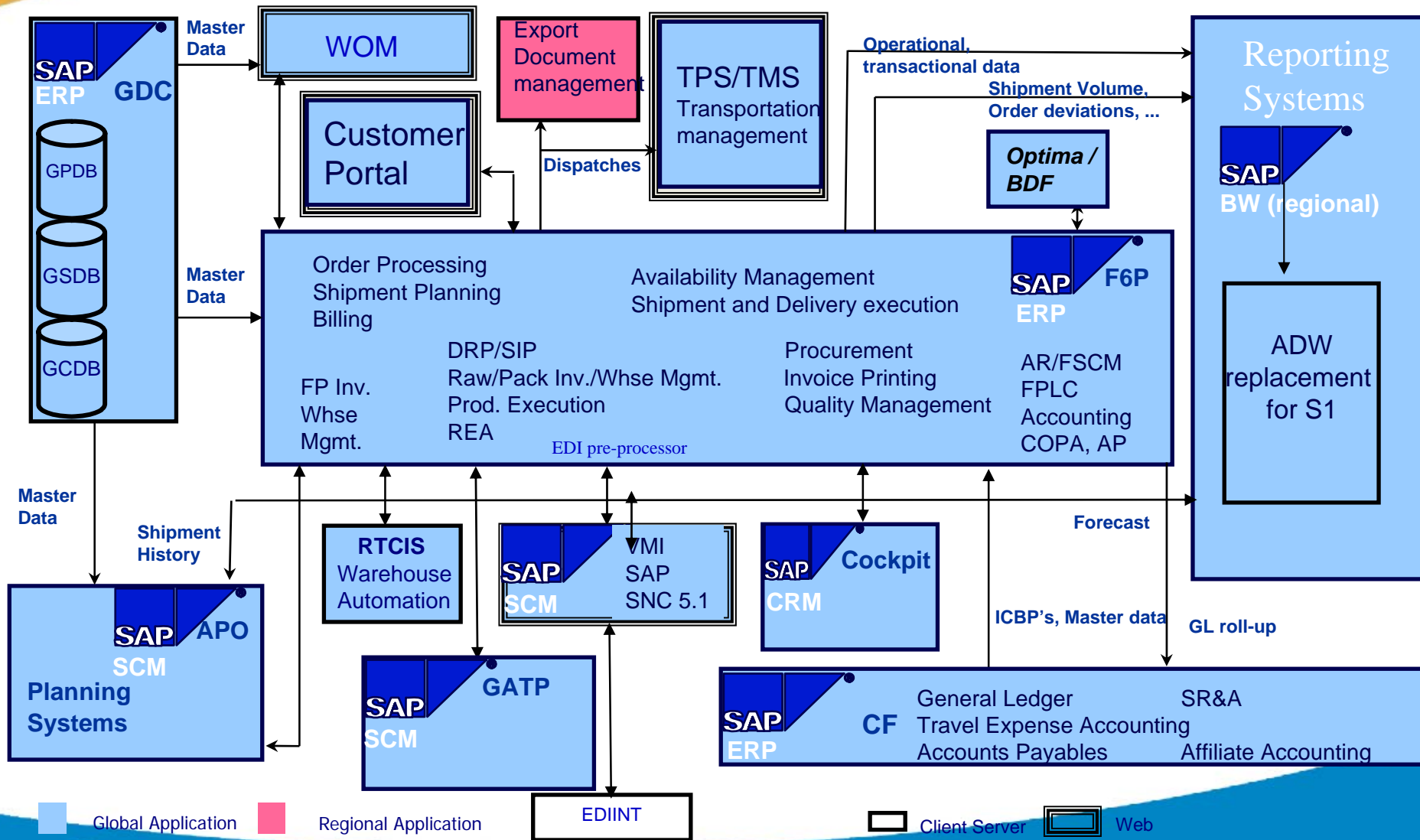


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WE Complexity – current status

		WE
System complexity	Degree of standardization/centralization	Cosmos 3 SAP 150+ local applications 350 + interfaces
	Additional scope	New Availability management; new Claims mgmt.; Cockpit
Business Model complexity	# of Markets	8
	# of Countries	15
	# of Legal entities	39
	# of Products	55000
	#of Customers (Order points/Delivery points)	160000/104000
	# of orders/lines	2.8 Million/11
Size of business	NOS \$MMM	17
	Users	3000

Lets pause for a minute

Questions?

Let's consider a simple E-bay company



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Scenario	Shipping Party	Ship To Party	Billing Party	Bill To Party	Inv Price	Inv VAT	Intrastat Value	VAT Only	Dummy Import	Note
1) WE Local Comm Sale Sourced Abroad	RE CTY A	Cust CTY B	Comm CTY B	Cust CTY B	NOS	domestic	ICBP	X	X	
2) WE Cross Border Comm Sale Sourced Abroad	RE CTY A	Cust CTY B	Comm CTY A	Cust CTY B	NOS	EU sale	NOS	-	-	
3) WE Cross Border Comm Sale Sourced Abroad (local RE presence)	RE CTY A	Cust CTY B	Comm CTY A	Cust CTY B	NOS	EU sale	NOS	-	-	
4) WE Cross Border Comm Sale Sourced Abroad (different countries)	RE CTY A	Cust CTY B	Comm CTY C	Cust CTY B	NOS	EU sale	NOS	-	-	Tax Code CTY C, Ship CTY A. Traingular
5) WE Cross Border Comm Sale Sourced Abroad (different countries - local RE presence)	RE CTY A	Cust CTY B	Comm CTY C	Cust CTY B	NOS	EU sale	NOS	-	-	Tax Code CTY C, Ship CTY A. Traingular
6) RE Direct Sale (cross border)	RE CTY A	Cust CTY B	RE CTY A	Cust CTY B	NOS	EU sale	NOS	-	-	
7) RE Direct Sale (cross border, invoice from local RE)	RE CTY A	Cust CTY B	RE CTY B	Cust CTY B	NOS	domestic	ICBP	X	X	
8) Affiliate Sale	Affi A	Affi B	Affi A	Affi B	ICBP	EU sale	ICBP	-	-	
9) Replenishments In Same LE	RE CTY A	RE CTY B	RE CTY A	RE CTY B	ICBP	-	ICBP	X	X	

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What IDS Does



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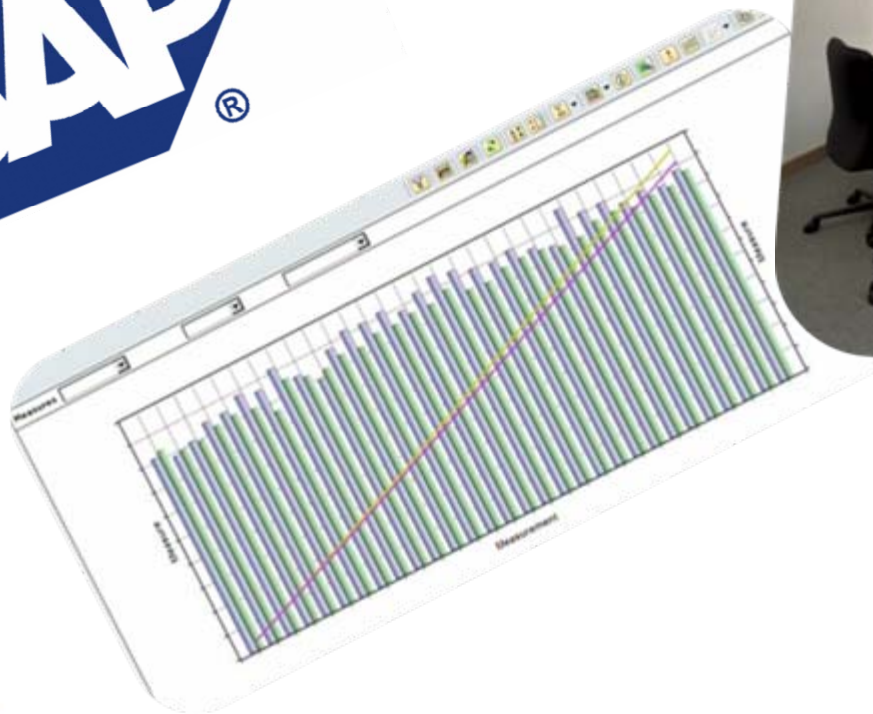
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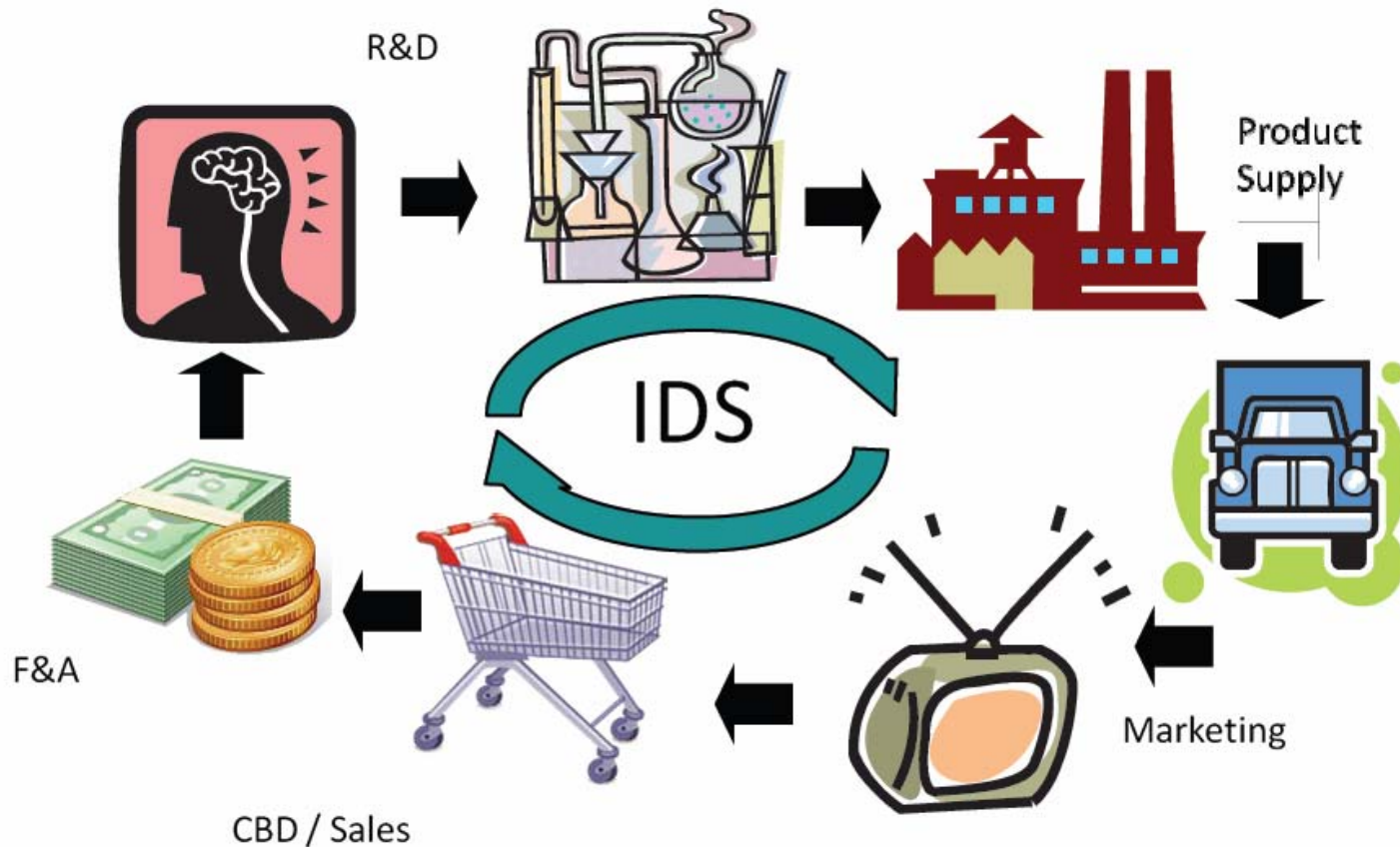
What IDS Does

- ❑ Driving force in the success of the P&G business
- ❑ Drive large scale business change
 - Innovation
 - Solutions
- ❑ Impact on the business every day
- ❑ Lead transformation projects to deliver better & faster decision making.
- ❑ \$1bn service organisation

How We Do It



The Product Process



How to find out more

How to find out more

- ☐ Come talk to me now 😊
- ☐ Come talk to us at the careers fair tomorrow in Adam House
- ☐ Come see our corporate presentation tomorrow:
Apex Hotel, Grassmarket, 7:00pm
- ☐ CV clinic in the career service Thursday 9:30 : 12:30
- ☐ www.pgcareers.pg.com/ids

P&G

**OUR
INTERNS
DON'T
MAKE
COFFEE.**

THEY MAKE AN IMPACT.

**Work on challenging projects
from day one.**



Summary

- Who P&G are
- Case study
- Reality
- How to find out more

Thank you

Questions

Additional Recruitment slides

A real job from day 1



- Unlike many Placement or Graduate Programmes you will have a real job with **responsibility from day one!**



- We only hire people who we expect to grow and develop within P&G to become our future senior managers
- **We hire people, not roles!**

Quality training & development

- We promote our own people into senior roles rather than hiring them in so the **training & development you receive is excellent.**



- P&G was voted joint best for Management Development in Fortune Magazine's **Most Admired Companies 2006**

Leading salary & benefits



- ❑ Internships & Placements **£1725 per month** (~£20k pa)
- ❑ Management starting salary **£27,600 per year**

- Market competitive pension
- Matched share purchase scheme
- 25 days paid holiday
- Christmas Hamper!
- **PRICELESS CV POINTS!**



Flexibility



- ❑ **Change assignments every 2/3 years.**
- ❑ **An option to take a 3 month sabbatical leave after your first graduate assignment.**

- Opportunities for flexible work arrangements, part-time working, family care breaks and location-free roles.



International Careers

- ❑ Operations in more than 80 countries globally.
- ❑ Most roles involve international business travel.
- ❑ International assignments are possible within first 5 years.
- ❑ Geneva HQ actively recruits internationally.



IDS Opportunities

- We have a number of opportunities for smart students interested in business & technology:

- **Summer Internships**
- **Graduate Programme**

Places mainly filled through hires from successful internships and placements, but occasional vacancy is advertised online

What does a placement look like?

- ☐ We don't have specific "jobs" that are always done by placement students – you'll be put where you're needed most – **A Real Project with real challenges!**
- ☐ You may work in a team on a big project, or be given your own to manage.
- ☐ You'll need to understand the business, technology and the organisation.

What does a placement look like?

- Early contact with both customers and executives.
- Not giving up weekends or evenings.
- You'll get to be a part of the team - treated like everyone else.
- You'll get all the training and support you need. We give you **a lot of responsibility**, but everyone wants you to succeed.

Our Application Process



Apply online

www.PGcareers.co
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Questions?

Thank you!