

PAPCAR Transformation - transversal project (UE 8.3)

Kick off



Samuel PARFOURU
mail.samy14@gmail.com

Kick off

Who we are ?



Samuel PARFOURU
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We represent
PAPCAR company

PAPCAR Transformation - transversal project (UE 8.3)

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Who we
are ?



Who you
are ?



Timeline



Papcar
case



Resources



Today



Samuel PARFOURU
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MIKS Teams

you are
consulting
companies,
with a name,
an identity ...

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Papcar case



Context

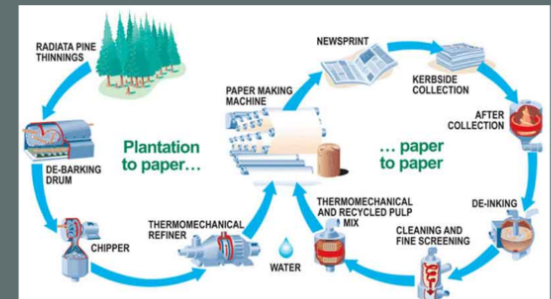
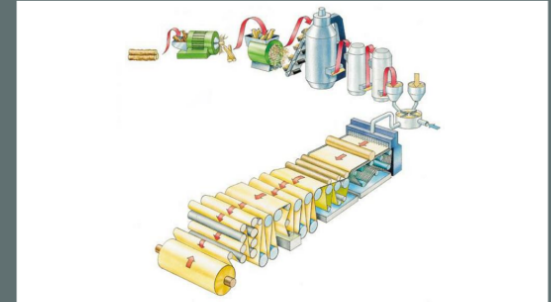


Follow
up

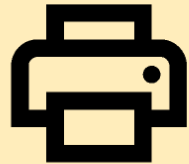


A discussion
opportunity

...

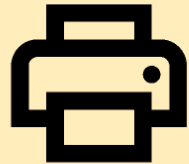


Papcar context



PAPCAR is **a leader in production and sale of paper** for writing, printing and graphic arts.

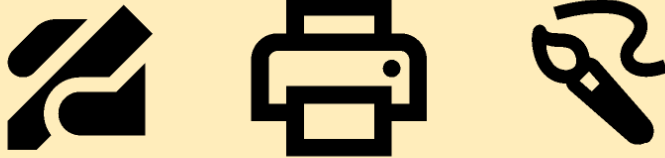
Papcar context



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BUT ...

Papcar context



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BUT ...

For some years, **PAPCAR has been facing two main competitors** in continuous progression adopting more aggressive sales approaches, built on the **fame of its brand for one of them, on lower prices for the other**

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Competitors

- A **distributor representing** in France the main **British and American brands**,
- A subsidiary of a Deutsch company recently implemented in France, which **distributes basic products** within a market turned more and more attractive by the growing consumption of companies.



Papcar case



Context

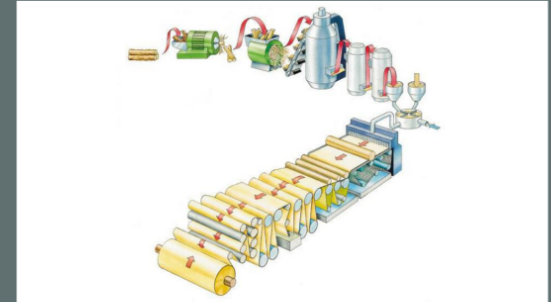


Follow
up



A discussion
opportunity

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A discussion opportunity...

Concerned about this situation, the **PAPCAR CEO takes the opportunity of a sailing trip with two of his friends** to unformally address the problem.



The case at
hand...



After
debates...

A discussion opportunity...

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The case at hand...



After debates...

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The case at hand...

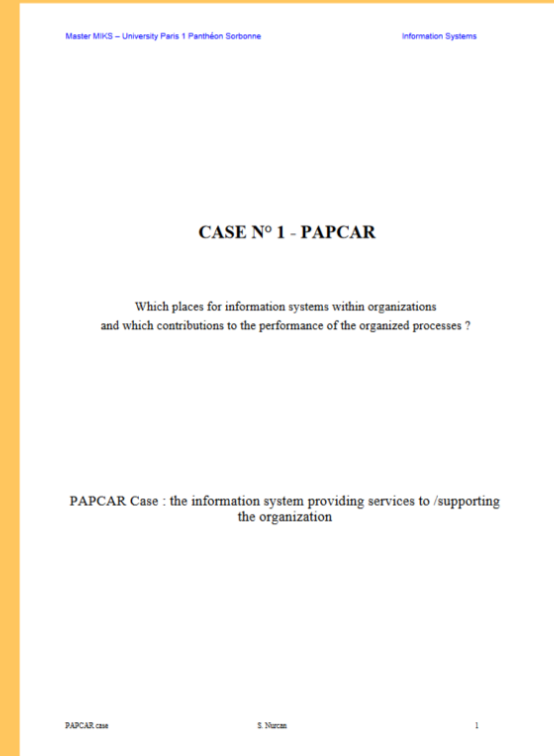


After debates...

The case at hand...

The CEO depicts a **summary of PAPCAR organization and main activities** as presented in the « PAPCAR Case » :

- The **nested collaboration between Production and Sales Unit** (especially the « order to delivery » end to end procedure)
- **The focus placed on Production and Logistics** (Order Capture – Production – Dispatching - Delivery)
- **The Information System distributed** across Production and Sales, and the Operational Reporting System



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The case at hand...



After debates...

After debates...

among the 3 friends, some recommendations showed up :

- Envision managing **the linkage between Business Strategy and Operations**
- Identify the **means which could shorten the « order to delivery » process**
- Analyze **the idea of moving the focus to Clients**
- Envision the introduction of **active collaboration between Clients and PAPCAR** by leveraging new technology opportunities
- Study the possibility of **coupling CRM, SCM, PLM and ERP environments**
- **Manage Corporate Knowledge from Strategy to Operations**



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The case at hand...



After debates...

Papcar case



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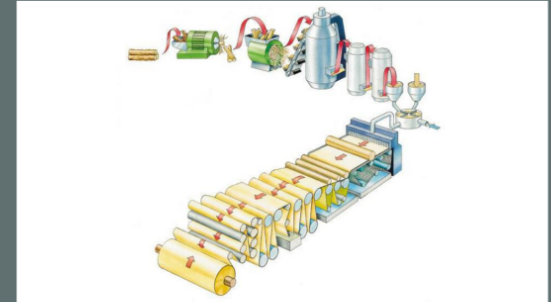


Follow
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A discussion
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Follow up

Back to office, the CEO presents to his board what he drew out of his discussions.

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Understanding that the implementation of the recommendations requires not only high level budgets but also **planning, the CEO decides to launch a global study based on the recommendations**

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A global study, distributed over ~10 concurrent analysis projects is launched within a 4 months period (use the recommendations as drivers for writing)

Papcar case



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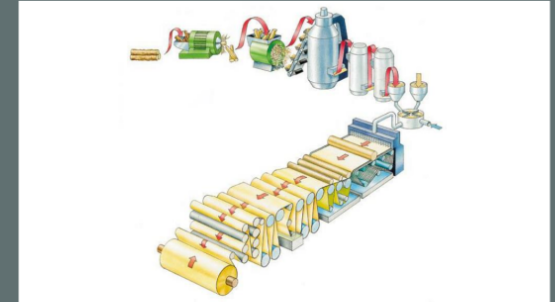


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Ressources

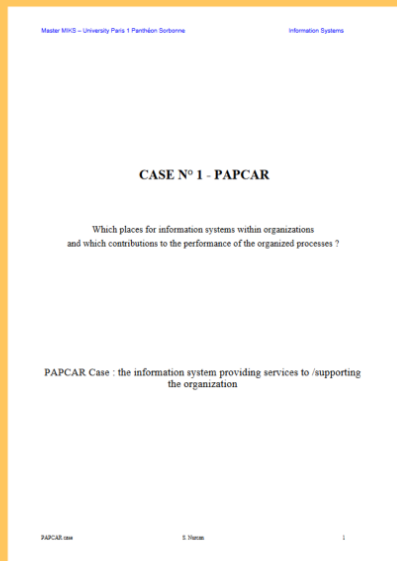


Based on
lectures

Trello

Ressources

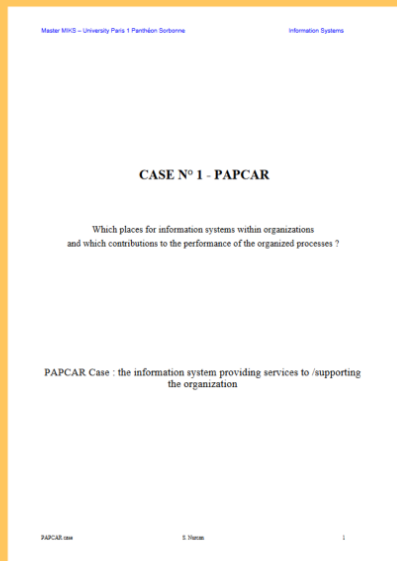
PAPCAR case document



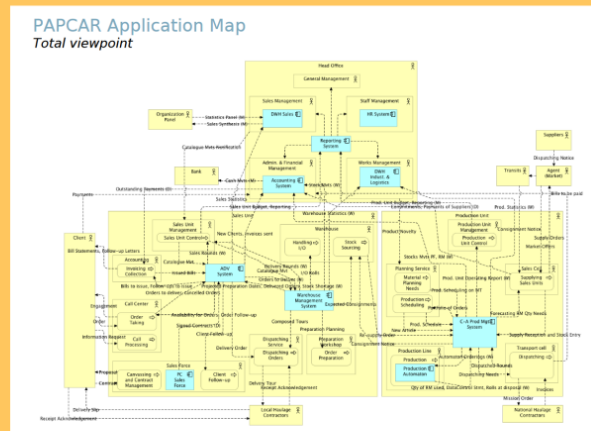
Trello

Ressources

PAPCAR case document



PAPCAR Modelisation with Archi



Trello

Based on lectures...

1 hour per lecture focus on Papcar case

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**Strategy and Change
Management**

Enterprise Architecture

Systems Dynamics

ERP

Knowledge Management

Based on lectures...

1 hour per lecture focus on Papcar case

- **Managing the linkage between Business Strategy and Operations**
- **Shorten the « order to delivery » cycle**
- **Moving the focus to Clients**
- **Collaboration between Clients and PAPCAR by leveraging new technology opportunities**
- **CRM, SCM, PLM and ERP ?**
- **Manage Corporate Knowledge from Strategy to Operations**

Strategy and Change Management

Enterprise Architecture

Systems Dynamics

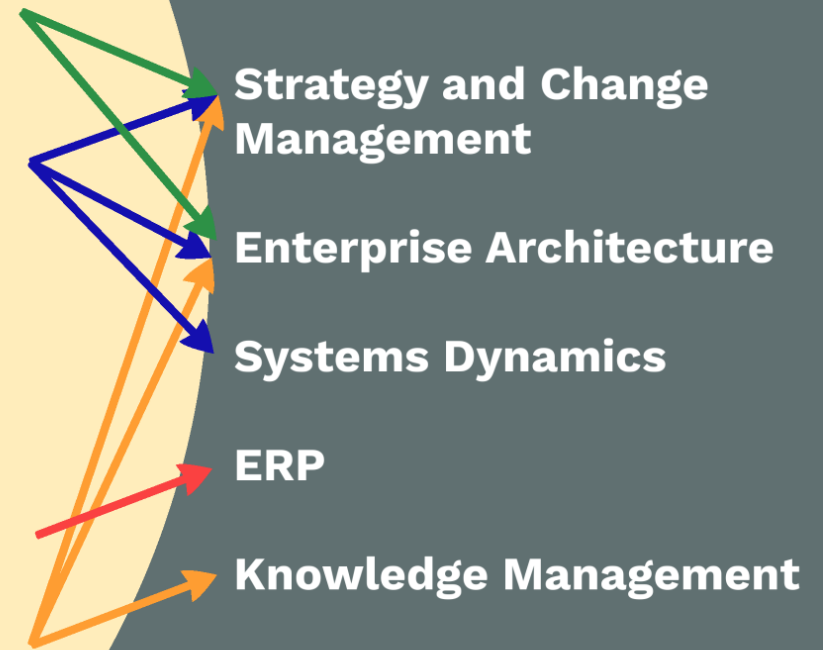
ERP

Knowledge Management

Based on lectures...

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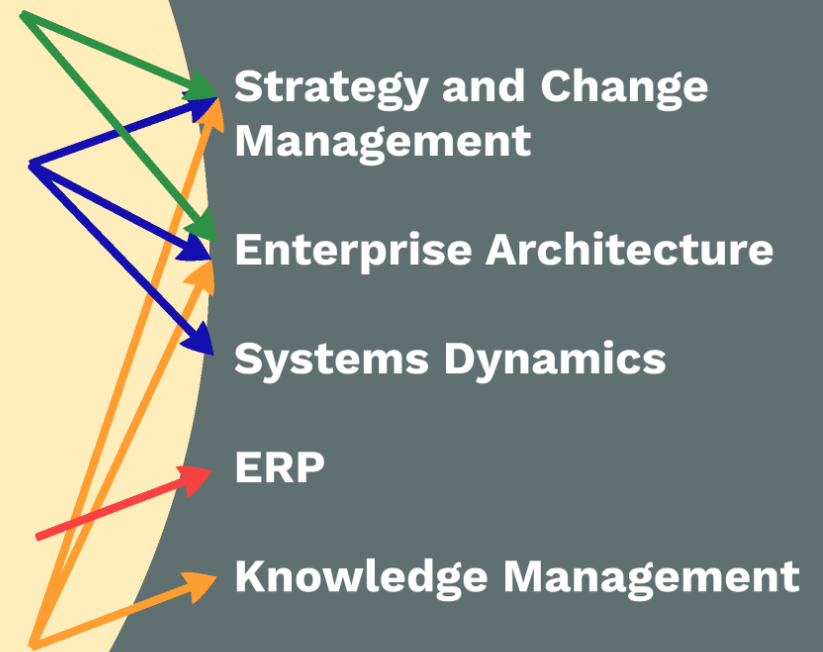
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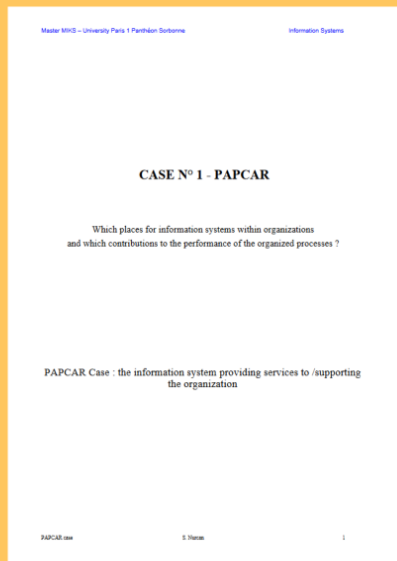
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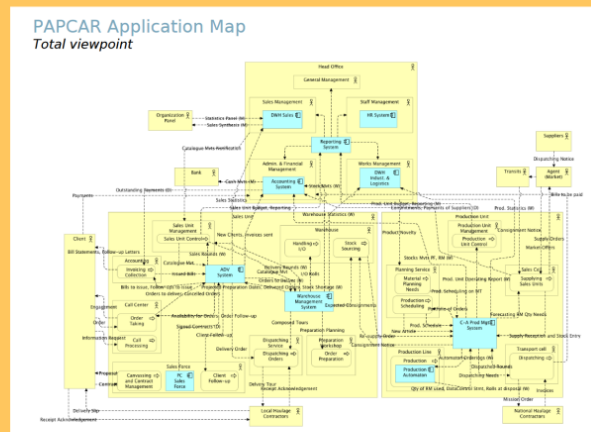
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Ressources

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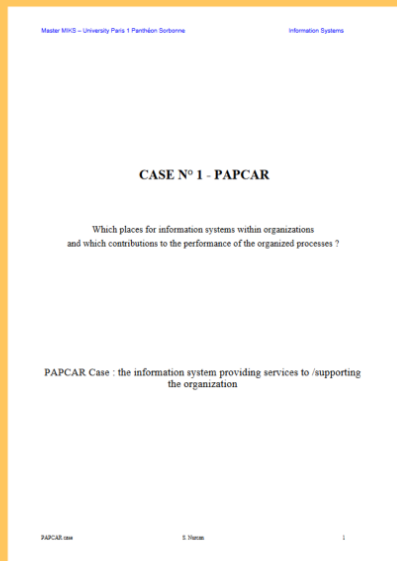
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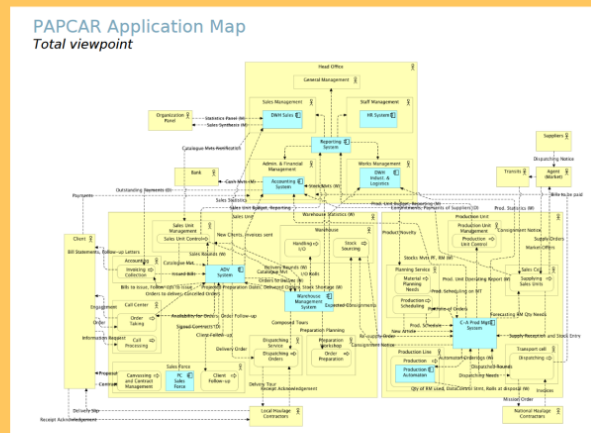
Trello

Ressources

PAPCAR case document

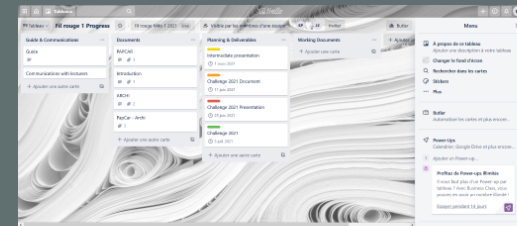


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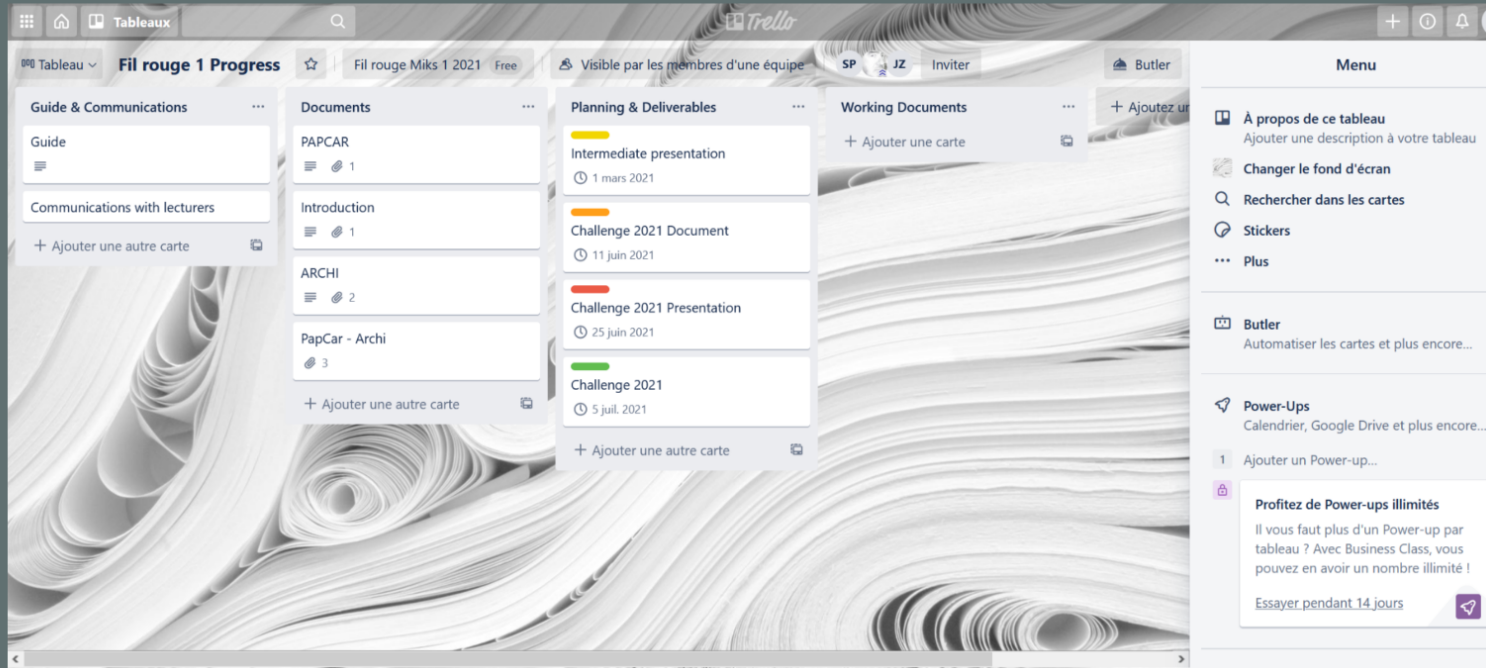
Based on lectures

Collaboration



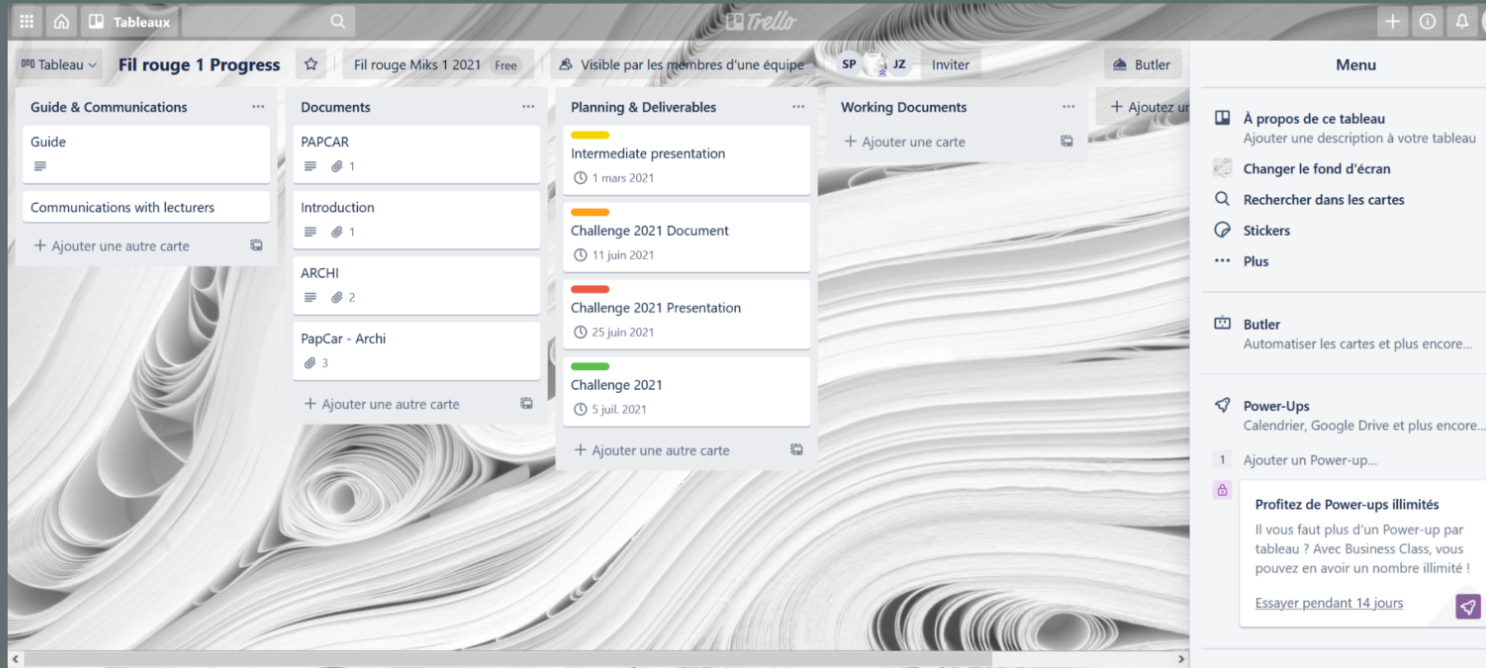
Trello

Collaboration



Trello

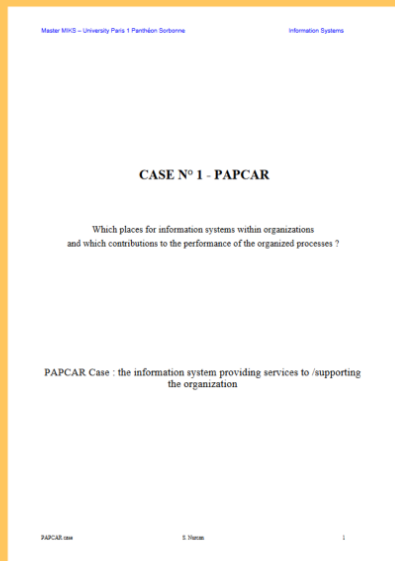
Collaboration



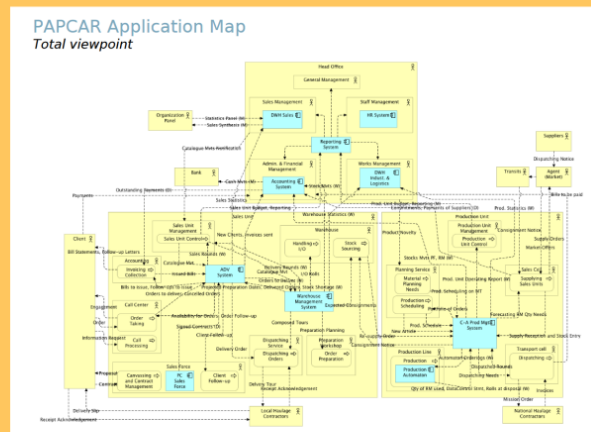
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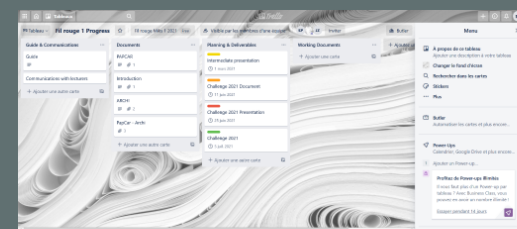
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Collaboration



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