

5 Questions to ask about your supply chain

What's in demand in our market?

Review sales and marketing data with your team. What is selling...and what isn't? Are you missing any opportunities to re-focus on the products or services people need now?



Are our suppliers in trouble?

Where are your raw materials coming from? Are the producers open and operating? Can they ship what you need?



Are our contracts negotiable?

Consider all supply chain partners. Are price incentives possible? Will they survive or do you need alternatives?



Where can we innovate?

Look for better ways. Can you use data better to forecast demand or assign territories? Can you change shipping methods or deliver services virtually?



Are we tracking the right things?

Monitor KPIs for your entire process, from grabbing a prospect's attention to delivering your product or service. Tracking key metrics will help you plan for the "new normal" when it comes.

