



Creating business

When you need everyone to understand the flow of resources in a business *value*

Make the most of the assets in your organization. Apples & Oranges™—Distribution is designed to help employees at any level understand the basics of business finance, as well as the critical importance of capacity utilization on the bottom line. Discover how investments in merchandise flow, service level, better planning and lower costs contribute to the financial success of a retail company.

Who Should Attend?

Employees at any level of a distribution/retail organization.

Key Learning Points Include

- What an empty shelf costs
- Pulling inventory through the system instead of pushing
- Understanding the income statement and a balance sheet
- Understanding key performance ratios

How Does it Work?

Apples & Oranges™—Distribution is a 4 to 6 hour simulation where people work in teams to manage a typical distribution organization. Each of the teams runs a business and makes decisions about sales volume, stock, speeding up service and payments, reducing costs and serving customers to maximize utilization of resources. They must also determine the impact of these changes on the income statement, balance sheet, and key performance ratios.

Help everyone see the drivers for improved financial performance in distribution organizations

The simulation runs the course of three fiscal “years”. At the end of each year, participants analyze the business and make changes to improve financial performance. They run the business incorporating these changes and record the results on the company’s income statement and balance sheet and re-calculate the company’s key performance ratios. After the simulation is completed, the learning is applied to the participants’ real time business unit.



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After Apples & Oranges–Distribution...

Everyone will be able to contribute directly to financial and performance goals in the company. They will see how merchandise flow can be measured and managed in line with a corporate strategy. In addition, continuous improvement and learning can be effectively supported to ensure long-lasting results in line with the overall corporate strategy and company mission.

Generate ideas and enthusiasm through an understanding of distribution management

Discover for Yourself

Strengthen everyone's business sense and start profiting today! Apples & Oranges can be customized for your business, and is available in several other versions, including: manufacturing, knowledge, health care and service.

Call your Celemi Solution Provider for a demonstration or more information.

Also by Celemi: Tango, Decision Base™, and Livon™



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Leading People Through Business & Technology Transitions

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