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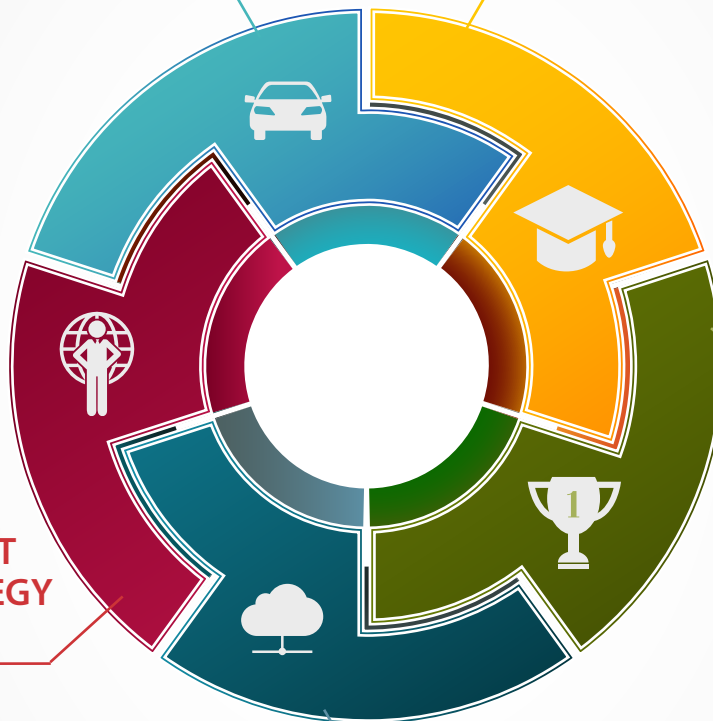
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Global Automotive Purchasing & Supply Chain Network

INDUSTRY KNOWLEDGE APPLICATION

STUDENT KNOWLEDGE ACQUISITION



STUDENT KNOWLEDGE APPLICATION

INDUSTRY / STUDENT KNOWLEDGE & STRATEGY INCUBATOR

INDUSTRY KNOWLEDGE TRANSFER



GAPSCN



GLOBAL AUTOMOTIVE PURCHASING AND SUPPLY CHAIN NETWORK

The Global Automotive Purchasing and Supply Chain Network (GAPSCN) is an innovative collaboration between AIAG and Wayne State University to develop talent and innovation in the areas of global purchasing and supply chain management.

The program provides community college, undergraduate, and graduate programs and adult continuing education curricula with “real world” automotive industry case studies, best practices, knowledge assessments, and standards.

In addition, GAPSCN provides leading edge thinking and guidance for supply chain management strategy and practice innovation to mitigate risk and uncertainty in our increasingly complex global business environment.

This unprecedented collaboration between industry and academia will:

- Accelerate the personal and professional development of the next generation of purchasing and supply chain professionals and fast-tracks them to auto industry assignments
- Minimize the time and expense required to “unlearn” and retrain entry level professionals
- Increase automotive purchasing and supply chain talent retention rates
- Leverage Wayne State University’s new Ilitch Business School’s commitment to an automotive supply chain curriculum
- Provide thought leadership and basic research to identify emerging industry strategies for increased competitiveness, threats/issues, predict the potential impact of disruptive technologies or business practices and assess the cost of compliance for regional, national and international legislative mandates
- Collaboratively develop, socialize and pervasively deploy automotive industry supply chain management standards and best practices

GAPSCN works with other organizations to achieve its goals, including other colleges and universities, Automotive Industry Professional Associations, governmental agencies, consultants and industry subject matter experts.



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Global Automotive Purchasing & Supply Chain Network

INDUSTRY KNOWLEDGE APPLICATION

AIAG SCM STANDARDS & BEST PRACTICES

AIAG Supply Chain Management initiatives provide guidelines, training and educational opportunities to understand and manage the complexity and scope of purchasing and supply chain issues.

Areas of expertise include:

- Global Materials Management (Materials Management Operations Guideline/ Logistics Evaluation)
- Customs/Supply Chain Security (Customs-Trade Partnership Against Terrorism)
- Export Compliance
- Packaging
- Finished Vehicle Logistics
- Quality Management
- Corporate Responsibility
- Environmental Compliance

INDUSTRY / STUDENT KNOWLEDGE & STRATEGY INCUBATOR

AIAG-WSU THOUGHT LEADERSHIP & BASIC RESEARCH

Working through Wayne State University, critical issue surveys, whitepapers, and case studies in the areas of:

- Future purchasing & supply chain strategy trends
- Impact of Technology Innovation
- Transparency and Risk
- Globalization
- Quality Management
- Corporate Responsibility
- Environmental Stewardship

STUDENT KNOWLEDGE ACQUISITION

COMMUNITY COLLEGES/ WSU SUPPLY CHAIN PROGRAMS

Purchasing and Supply Chain Management Education Programs

- Student Internship Programs
- International Studies Programs
- Outreach to sister institutions in other countries

Degree Programs:

- Community College degree programs in Purchasing and Supply Chain Management
- WSU Supply Chain Management Undergraduate and MBA degree programs
- Developing proposal for a Masters of Science in Automotive Supply Chain

STUDENT KNOWLEDGE APPLICATION

WSU-GM SUPPLY CHAIN COMPETITION

This event matches some of the best and brightest supply chain students from more than 20 universities around the globe, including the United States, Poland, China and Mexico. Competition includes:

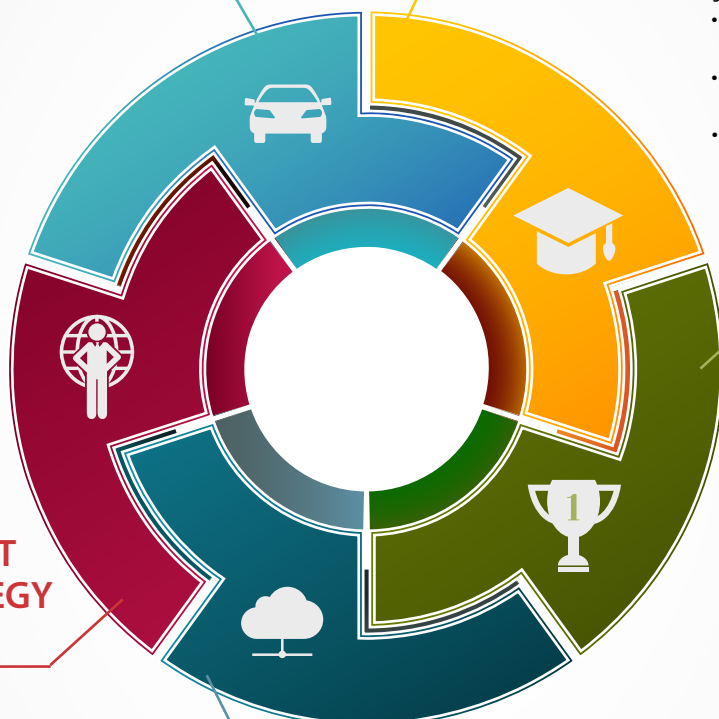
- Introduction to the issues and challenges involved in producing leading technology vehicles through a case study
- Designed to generate interest in automotive supply chain management careers in Southeast Michigan
- Students will examine topics such as component purchasing strategy, global vs. domestic sourcing, and supply chain risk management
- They will compete against each other and showcase their talents to some of the auto industry's top firms

INDUSTRY KNOWLEDGE TRANSFER

AIAG/WSU PURCHASING AND SCM BASICS AND SCM EXEC COURSES

Wayne State University, in cooperation with AIAG, offers two Supply Chain Management courses:

- An annual non-degree certificate program designed to provide participants with an in-depth understanding of supply chain topics and issues in the context of the global auto industry
- A one week, automotive industry focused, Global Purchasing and Supply Chain Management Seminar designed to provide purchasing and supply chain executives, senior managers, leaders and other functional personnel with the knowledge and skills necessary to significantly improve company purchasing and supply chain management contributions to cost, financial and overall performance



STUDENT KNOWLEDGE ACQUISITION



COMMUNITY COLLEGE / WAYNE STATE UNIVERSITY SUPPLY CHAIN PROGRAMS

- Tie-ins to junior college Supply Chain Management (SCM) programs across Southeast Michigan, including relationships with Macomb Community College, Washtenaw Community College, and Henry Ford Community College.
- Undergraduate, Global Supply Chain management curriculum for over 400 Supply Chain Management major students with a wide range of regularly scheduled offerings and required courses in operations and supply chain management, purchasing, quality management, Global SCM, and transportation management.
- Additional electives are offered in manufacturing processes for buyers, manufacturing operations, an SCM internship course, and annual automotive and SCM study abroad programs with options in Poland, Italy, Brazil, and China.
- An MBA curriculum for 91 SCM concentrator students with a wide range of electives in purchasing, logistics, quality management, desktop decision tools for SCM, theory of constraints, lean management, and an advanced quality greenbelt certificate preparation course.
- Developing proposal for a Masters of Science in Automotive Supply Chain, with required courses in finance, information systems, purchasing, logistics, quality, lean management, SCM and sustainability.
- Executive education SCM programs include a 24 week Supply Chain Management certificate program, and an intensive, week long executive seminar in purchasing and logistics integration.
- The AIAG/Wayne State University research consortium is designed so that the applied research conducted will inform and benefit students across the undergraduate and MBA programs.
- Free student membership to AIAG with unlimited access to the industry's current supply chain best practices, allied standards, e-learning, and knowledge assessments.
- GAPSCN also offers students access to meet and get to know the automotive industry's purchasing and supply chain's thoughts leaders, technical experts, and hiring managers via complementary invitations to scheduled industry events, trade shows, and briefings.

STUDENT KNOWLEDGE APPLICATION



WSU-GM SUPPLY CHAIN COMPETITION

The Wayne State University Supply Chain Global Competition, held at the Renaissance Center in downtown Detroit for the past five years, features presentations by student teams from 22 universities. The competition is based on automotive supply chain challenges and written and judged by supply chain professionals from supporting companies including General Motors, Delphi, Lear, Bridgestone, Ryder, Denso and AIAG.

Students experience the City of Detroit, the auto industry and its high-tech vehicles, and the supply chain systems that support this global industry.

The student competitors, from universities worldwide, will be presented with the challenge of procuring advanced technology components while considering global business issues at play, sustainability, total cost (purchase, logistics, and design), risk, and more.

They will also have a chance to showcase their skills in front of leading auto companies and build their professional networks. There are opportunities to meet with and interview representatives from leading automotive companies.

The competition, which was organized by Wayne State University's Detroit-based School of Business Administration is used as an opportunity for recruitment and education in the automotive supply chain and logistics industries. The

two-day program includes a plant tour at an OEM assembly plant as well as speeches by notable supply chain executives.

With the expansion of the North American automotive industry and the continuing globalization of markets and the supply chain, executives at the event made it clear that there were real job opportunities in automotive supply chain management. Supply chain specialists are in high demand right now in the auto industry.

The competition is structured into two rounds of presentations. All 22 universities are given details of a case several weeks in advance of the conference. They are then split into four regional divisions to present their cases to panels of judges made up of supply chain and logistics executives. Four regional winners are selected after the first day and given a new case in which they have only one night to analyze and present their recommendations the next morning.

The primary case includes a range of constraints, cost and lead time data from which the students are required to assess and make recommendations on when would be the most feasible and cost effective date to pull forward production, including a shutdown period and conversion costs for lost production, supplier changes and logistics cost.

Although the cases are a simplified

version of the thousands of supplier considerations that go into sourcing decisions, they illustrate the range of complexities that exist in making critical supply chain decisions.

The industry judges base their decisions more on the students' analysis, presentation and critical thinking rather than on making 'correct' sourcing decisions.

It is clear that in the competition for top talent, an emphasis on certain values in the supply chain does play an important part in attracting students, plus a considerable focus on a desire to see innovation, diverse opinions and considerations for ethical business and sustainability.

The net result is that the reaction among students towards the idea of working in the automotive supply chain sector is overwhelming positive.

Over the years, participating Universities have been from Colorado, New Jersey, Iowa, Maryland, Florida, Pennsylvania, New York, Tennessee, Ohio, Indiana, Washington D.C., and Michigan. International teams have been from Canada, Poland, Mexico and China.

This international competition showcases the auto industry, the city of Detroit, and the Southeast Michigan Region and the participating automotive companies and is a positive story for everyone.

INDUSTRY KNOWLEDGE TRANSFER



AIAG/WSU PURCHASING & SUPPLY CHAIN MANAGEMENT BASICS AND SUPPLY CHAIN MANAGEMENT EXECUTIVE COURSES

AUTO INDUSTRY CERTIFICATE IN PURCHASING AND SUPPLY CHAIN MANAGEMENT

This non-degree certificate program is designed to provide participants with an in-depth understanding of supply chain topics and issues in the context of the global vehicle industry.

Auto industry supply chain issues are especially focused on purchasing and supplier development, risk management, inbound logistics, aftermarket parts management and a rather unique kind of outbound vehicle transportation.

Participants will learn about a broad range of vehicle industry oriented supply chain topics including SCM strategy, SCM finance, forecasting, negotiations, procurement strategy, supplier development, risk management, production operations, quality

management processes and Six Sigma, trade management, logistics and transportation management. New manufacturing and logistics technologies are also explored.

EXECUTIVE SEMINAR: AUTOMOTIVE INDUSTRY GLOBAL PURCHASING AND SUPPLY CHAIN MANAGEMENT

This seminar has been designed specifically for the automotive/vehicle industry with a focus on purchasing, logistics, capacity planning and scheduling and the integrated supply chain beginning with new product development.

The automotive industry is extremely complex, characterized by high capital investments, a globally integrated network of automotive OEMs and suppliers and increasing reliance on leading-edge technology and product/process innovation. Risk

identification and mitigation is critical, beginning with new product development and throughout the supply network.

Effective use of capacity significantly impacts ROI. Global logistics decisions must address inbound flows from multiple suppliers to worldwide manufacturing facilities. Effective working relationships between buyers and suppliers are critical because of the supply network interdependency. Purchasing/sourcing and supply base management strategies and decisions have significant short and long-term competitive impacts.

This seminar addresses these complex integrated purchasing and supply chain topics in the context of the global automotive industry's extended supply network, and is taught by academics and industry executives with extensive industry experience.

INDUSTRY / STUDENT KNOWLEDGE & STRATEGY INCUBATOR



AIAG-WSU THOUGHT LEADERSHIP & BASIC RESEARCH

The purpose of the Research Network is to bring together industry and academic resources to jointly work on enhancing automotive global purchasing and supply chain talent development, strategy, operations and competitiveness through innovation and its implementation. These efforts will be continuous, with an emphasis on innovation and deployment, and updated on a rolling multi-year basis.

Automotive companies ranging from the automotive OEMs through and including their Tier 1, 2 and 3 suppliers of sufficient size will comprise the Network. Many of these companies are AIAG members at large or members of the AIAG Board of Directors. Each participating company will be asked to commit to the Network for an annual contribution for an initial three year period. Participating companies will provide a key contact person as the focal point for Network Education and Research initiatives. Participation will also be open to state and federal government agencies.

WSU and AIAG will establish a three pronged approach to conducting applied and basic Purchasing and Supply Chain Management research on critical global automotive topics. These

three broad categories of research include:

1. Automotive Critical Issue e-surveys that will focus on hot topics and their analysis.
2. Case study research on leading-edge topics where automotive companies have implemented an exemplary purchasing or supply chain strategy and/or approach. These in-depth case studies will provide case background information, implementation steps, results and lessons learned.
3. Purchasing and Supply Chain research on critical complex topics that is rigorous, forward looking and builds on prior knowledge and research. Examples include: supply base reduction and its overall future impacts, supply network collaboration, product/process innovation, risk management – across the extended value chain, sustainability, supply chain visibility and other future focused topics, including the impacts of the vehicle of the future and those identified by consortium companies.

The results of these research efforts will be: Implementation White Papers; Executive Reviews and Summaries; and in-depth reports. Executive guidance regarding implementation will be included. Research results will only be initially available to Network companies. Then the research will be made available to industry as a separate stand-alone fee, possibly at an event.

Each major research project will require a research team that will include WSU faculty plus other researchers from universities, consultants, and participating companies.

Potential areas of research include but not limited to:

- Future Strategy Trends
- Impact of Technology Innovation
- Transparency and Risk
- Globalization
- Buyer/Supplier Relationship
- Vehicle of the future implications on the Supply Chain
- Growth/consolidation of Tier 1 suppliers
- Industry Collaboration
- Others

INDUSTRY KNOWLEDGE APPLICATION



AIAG SUPPLY CHAIN MANAGEMENT STANDARDS & BEST PRACTICES

Established in 1982, AIAG is a not-for-profit association where professionals from a diverse group of stakeholders – including retailers, suppliers of all sizes, automakers, manufacturers, service providers, academia, and government – work collaboratively to streamline industry processes via global standards development and harmonized business practices.

Corporate Responsibility

- Chemical Management and Reporting
- Global Working Conditions
- Sustainability
- Environmental
- Greenhouse Gas and Energy Management
- Healthcare Value
- Ethics
- Conflict Minerals Reporting

Quality Improvement

- Management Systems (TS, VDA)
- Auditor Training/Certification
- Automotive Quality Core Tools
- Special Processes
- Sub-Tier Supplier Management Reliability
- Warranty
- Lean Product Development
- Metrology
- Security/Encryption/Integrity
- Model Based Definition (MBD)

Supply Chain Management

- Automatic Identification
- Logistics (inbound/outbound)
- Material and Production Control
- Customs and Export Compliance
- C-TPAT Reporting
- Packaging & Container Management
- Supply Chain Transparency
- Business Continuity Planning
- EDI, Data Network Connectivity

WHY WAYNE STATE UNIVERSITY SUPPLY CHAIN MANAGEMENT?



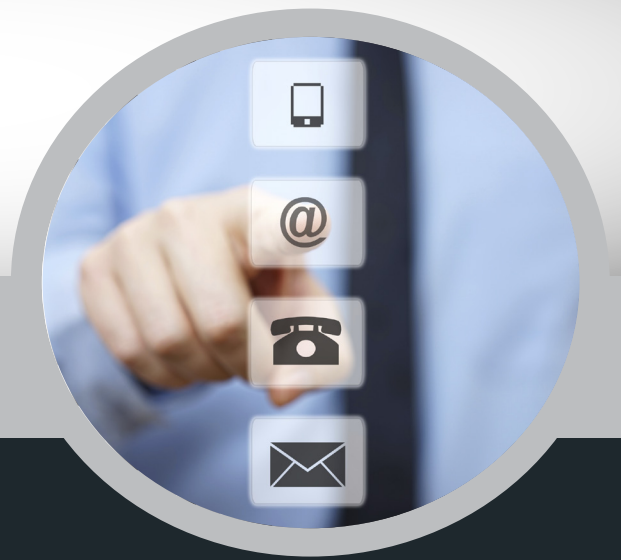
BRAND NEW STATE OF THE ART FACILITY IN THE HEART OF THE AUTO INDUSTRY

- The Ilitch School of Business and the Global Supply Chain Program draw on the resources of a major Carnegie 1 Research intensive University with a wide range of relevant disciplines and programs.
- The school's Global Supply Chain Management (SCM) program began in 1994 and is focused on the growing complexity of advanced manufacturing in the automotive vertical. The industry-centric curriculum, depth of engagement with company experts and allied associations, study abroad opportunities and flexible internship programs uniquely differentiates the Ilitch School and takes proactive university-business collaboration to the next level.
- The program is home to over 400 undergraduate SCM students and 91 MBA concentrators. Undergraduate students have access to a wide range of automotive oriented SCM courses, including requirements in operations, purchasing, global supply chain management, transportation, and quality management. The MBA program offers seven SCM courses with many taught by leading auto industry experts.
- The Global Supply Chain Program has seven full-time faculty with extensive automotive industry background and research interests, and was assembled with the strategic intent of building an automotive focused education and research program. The full-time faculty are supported by a number of adjunct faculty who work in the automotive supply chain.
- The Global Supply Chain Program, in conjunction with AIAG, offers two auto industry oriented executive education programs: A 24 week SCM certificate program, and a one week intensive executive seminar.
- The SCM program is a leader in offering four automotive and SCM oriented, two week study abroad programs in Brazil, Poland, Italy, and China. The program also offers a concentrated 2 week purchasing course in Wuihan, China.
- With the objective of building national and global interest in automotive SCM careers, the Global Supply Chain Program, with sponsors General Motors and global Tier 1 suppliers, offers an automotive industry focused case study competition for undergraduate students. Last year's program saw 22 participating universities, including schools from China, Poland, and Mexico.
- Wayne State University Global Supply Chain Program faculty are focused on research with high relevance to the auto industry, with an emphasis on buyer/seller relationships and innovation.

Wayne State University Global Supply Chain Program is focused on automotive from the heart of the auto industry!



INTERESTED IN LEARNING MORE?



FOR MORE INFORMATION PLEASE CONTACT US AT:

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