

Principles and Strategies for Planning, Organizing, and Managing Fulfillment and Service Operations

Council of Supply Chain Management Professionals and

Stanley E. Fawcett & Amydee M. Fawcett

## THE DEFINITIVE GUIDE TO ORDER FULFILLMENT AND CUSTOMER SERVICE

## PRINCIPLES AND STRATEGIES FOR PLANNING, ORGANIZING, AND MANAGING FULFILLMENT AND SERVICE OPERATIONS

Council of Supply Chain
Management Professionals
and
Stanley E. Fawcett
Amydee M. Fawcett

# Definitive Guide to Order Fulfillment and Customer Service, The: Principles and Strategies for Planning, Organizing, and Managing Fulfillment and Service Operations

## **Table of Contents**

#### **CONTENTS**

CHAPTER 1 Meeting Customers Real Needs: The Nature of Service System Design

Meeting Customers Real Needs

Todays Dual Customer Challenge

Creating Customer Value

Cost

Quality

Delivery

Responsiveness

Innovation

Total Order PerformanceA Synergistic Approach

Contributing to Customer Satisfaction

**Customer Service Strategies** 

**Customer Satisfaction Strategies** 

**Customer Success Strategies** 

Service System Design

**Touch Points** 

Orchestration

Value Gaps



## **Table of Contents**

Loyalty and Competitive Advantage

Conclusion

**Endnotes** 

## CHAPTER 2 Fulfilling Orders: The Nature of Modern Order Cycle Management

**Fulfilling Orders** 

The Deliverables of an Order Fulfillment System

**Product Availability** 

**Timely Delivery** 

Transparent, Reliable Service

Service Recovery

**Efficient Operations** 

The Details of an Order Fulfillment System

Mapping the Order Delivery Cycle: The SCOR Model

Providing Postsales Customer Service

The Cost of Order Fulfillment Failures

The Cost of Stockouts

The Cost of Supply Chain Glitches

Conclusion

**Endnotes** 

## CHAPTER 3 Developing a Winning Customer Fulfillment Strategy

Developing a Winning Customer Fulfillment Strategy

Managing Customer Relationships for Profitable Growth

Managing Transactional Relationships

Managing Strategic Alliances

Phase 1: Internal Planning

Phase 2: Collaborative Planning



## **Table of Contents**

Phase 3: Day-to-Day Management

Relationship Takeaways for Fulfillment Strategy Design

Segmentation Tools and Techniques

**ABC** Classification

Customer Profitability Analysis

Tailored Logistics: The Right Service for Each Customer Segment

Conclusion

**Endnotes** 

## CHAPTER 4 Configuring the Network for Successful Fulfillment

Configuring the Network for Successful Fulfillment
The Nature of Network Configuration

Systems Thinking and Order Fulfillment Configuration

Global Implications for Network Configuration

Compatibility

Configuration

Coordination

Control

Continuity

Conclusion

**Endnotes** 

## CHAPTER 5 Implementing an Enabling Technology Strategy

Implementing an Enabling Technology Strategy

The Nature of Information-Technology Enablement

A Closer Look at Connectivity

A Closer Look at Willingness



## **Table of Contents**

#### Moving Toward Information Enablement

**Understanding Investment Patterns** 

Following a Proven Path

#### Pieces of the IT-Enablement Puzzle

Customer Relationship Management Systems

Order Processing Systems

Conclusion

**Endnotes** 

## CHAPTER 6 Assessing Performance for Success and Improvement

Assessing Performance for Success and Improvement

#### The Nature and Power of Performance Measurement

Measurement Informs Understanding

Measurement Motivates Behavior

Measurement Drives Execution

#### Measurement PracticeUnderstanding the Big Picture

Holistic Process and Supply Chain Measurement

Customer-Centric Measurement

**Balanced Scorecards** 

#### Measurement PracticeDelving into the Details

**Product Availability** 

Order Cycle Time

Conclusion

**Endnotes** 

Index

