

How Supply Chain put colors to my life..

Ayok Nugroho

- **Director, Quaker Indonesia & Head of Operations, ASIA GMD** (Philippines, Indonesia, Singapore, Malaysia, Korea, Japan, Pacific Islands)



*PEPSICO ASIA GMD LEADERSHIP TEAM
8 Nationalities, Various Education & Expertise Background..*

Introduction – a Regular guy’s life..

 @ayoknugg

Family Guy..



Making music..



Plate and Spoon



A little sweat



Professional Life..



PEPSICO

- Operations Assoc.Director, Indonesia (2y)
- Operations Director, Indonesia (1y)
- Supply Chain & Operations Director, ASIA GMD (2y)
- Parallel Assignment: Board of Director, PT Quaker Indonesia (2y)



Management Trainee (6m)



- Management Trainee (1.5y)
- Assistant Supply Planning Manager (1.5y)
- Sourcing Unit Planning Manager (1.5y)

Johnson & Johnson

- Cost Improvement Program Manager (1y)
- Project & Portfolio Manager (1.5y)
- Strategic Franchise Senior Manager, ASEAN (2y)

 **Ayok Nugroho**

**Supply Chain, Operations,
Strategy, Cost Efficiency**

Company Owned, Joint Venture,
Franchise



Profile

- Expertise: Sales and Operation Planning, Logistics & Distribution, Demand & Supply Planning, Manufacturing Business Analytics, Innovation Planning, Portfolio Management, Project Management, Continuous Improvement, Sourcing, Contract management, Joint Venture/Franchise/Distributor/Co-Man/3PL liaison.
- CPIM - Certified in Production and Inventory Management from APICS, leading professional association for supply chain and operations management headquartered in Chicago, IL, USA
- SAP APO Supply Network Planning (SNP) Super-User certified
- Total Productive Maintenance (TPM) Instructor certified
- Flawless Project Execution (FPX) certified

Records

- PEPSICO GMD ASIA Award, PepsiCo ASIA, 2020
- 1st Winner, Asia Pacific Quality & Food Safety Awards 2016, PepsiCo APAC, Bangkok, 2017
- 1st Winner, Asia Pacific Supply Chain Award 2013, Johnson & Johnson APAC, Hyd, India, 2014
- Excellence Award Johnson & Johnson, 2013
- Global Business Game Competition, Asia Pacific Rank#3, 2012
- Asia Pacific CIP Award, Singapore, 2012
- Unilever Supply Chain Vice President's Award 2010
- Unilever Supply Planning Award 2008
- Show Director : Opening & Closing Ceremony, Unilever National Sports Fiesta (POR 2010), Surabaya, 2010

First Important baby step..

Management Trainee – Jr. Manager



Orientation Program Management Trainee 2006 Megamendung Learning Centre, 26 April - 9 May 2006



1st Row (L-R): Natan, Kukuh, Michael, Ade, Genda, Hartono, Lukman.
2nd Row (L-R): Ari, Harlan, Dini, Mero, Dima, Adhi, Anggoro, Taufik.
3rd Row (L-R): Ayo, Rani, Asaf, Muli, Riza, Edan.
4th Row (L-R): Angga, Mella, Vira, Ima, Wuri, Josef Dharma (HR Director), Vera, Monik, Dewi, Suk, Tutut.
5th Row (L-R): Ragna Alferdy, Elin Sami, Dina Nurung, Subhan, Agni, Rio, Kiki, Tanti, Renang, Shinta, Yeli, Tanya, Titi, Putri, Ti, Yulia, David.

Set of Competencies learned and gained

1 Management Trainee -> Assistant Supply Planning Manager

- Scope : Foods (Blue Band, Royco & Knorr)
- Report to: Supply Planning Manager

Material Requirement Planning

Production Planning

ERP

21 yo

2 DR

1 Factory

Indonesia

2 Sourcing Unit Planning Jr. Manager

- Scope : Personal Wash (Lux, Lifebuoy, Dove, etc)
- Report to: Supply Planning Manager

Supply Planning

S&OP

SAP-APO

Capacity Planning

Continuous Improvement

24 yo

2 DR

1 Factory

1 DC

Indonesia

Global Export

Middle Manager – Senior Manager



Set of Competencies learned and gained

3 Cost Improvement Program Manager

- Scope : OTC, Healthcare, Beauty
- Reports to: Senior SC Manager

Cost Improvement

Project Management

P&L

26 yo

0 DR

3
Factories

2 DCs

Indonesia

4 Project & Portfolio Manager

- Scope: OTC, Healthcare, Beauty
- Reports to: Senior SC Manager

Innovation

Feasibility Study

FPX

27 yo

0 DR

3 Factories

2 DCs

Indonesia

5 Strategic Franchise Operation Sr. Manager, ASEAN

- Scope : Beauty
- Reports to: PMO Director, ASEAN

Strategy

Supply Network
Planning

Multi Markets
Portfolio

29 yo

5 DR

9 Factories

10 DCs

ASEAN, 7
Countries

Assoc. Director - Director



Set of Competencies learned and gained

6 Head of Operations, Indonesia

- Scope : Foods and Beverage
- Reports to: Operations Director, ASIA

Franchise

**Contract
Manufacturing**

**Quality and
Food Safety**

31 yo

3 DR

3
Factories

2 DCs

Indonesia

- Scope : Foods and Beverage
- Reports to: Operations Senior Director, APAC

JV

**Operational
Excellence**

**Strategic
Manufacturing**

Logistic

33 yo

7 DR

6 Factories

4 DCs

1,300 ppl

7 Director, Supply Chain & Operations, ASIA GMD

- Scope : Foods
- Reports to: Operations Senior Director, APAC

Demand Planning

**Multi Market
Leadership**

**Strategic
Sourcing**

**Go to
Market**

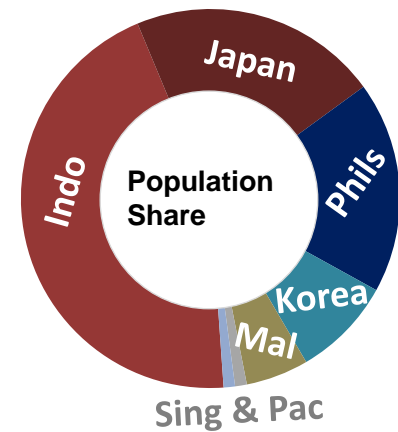
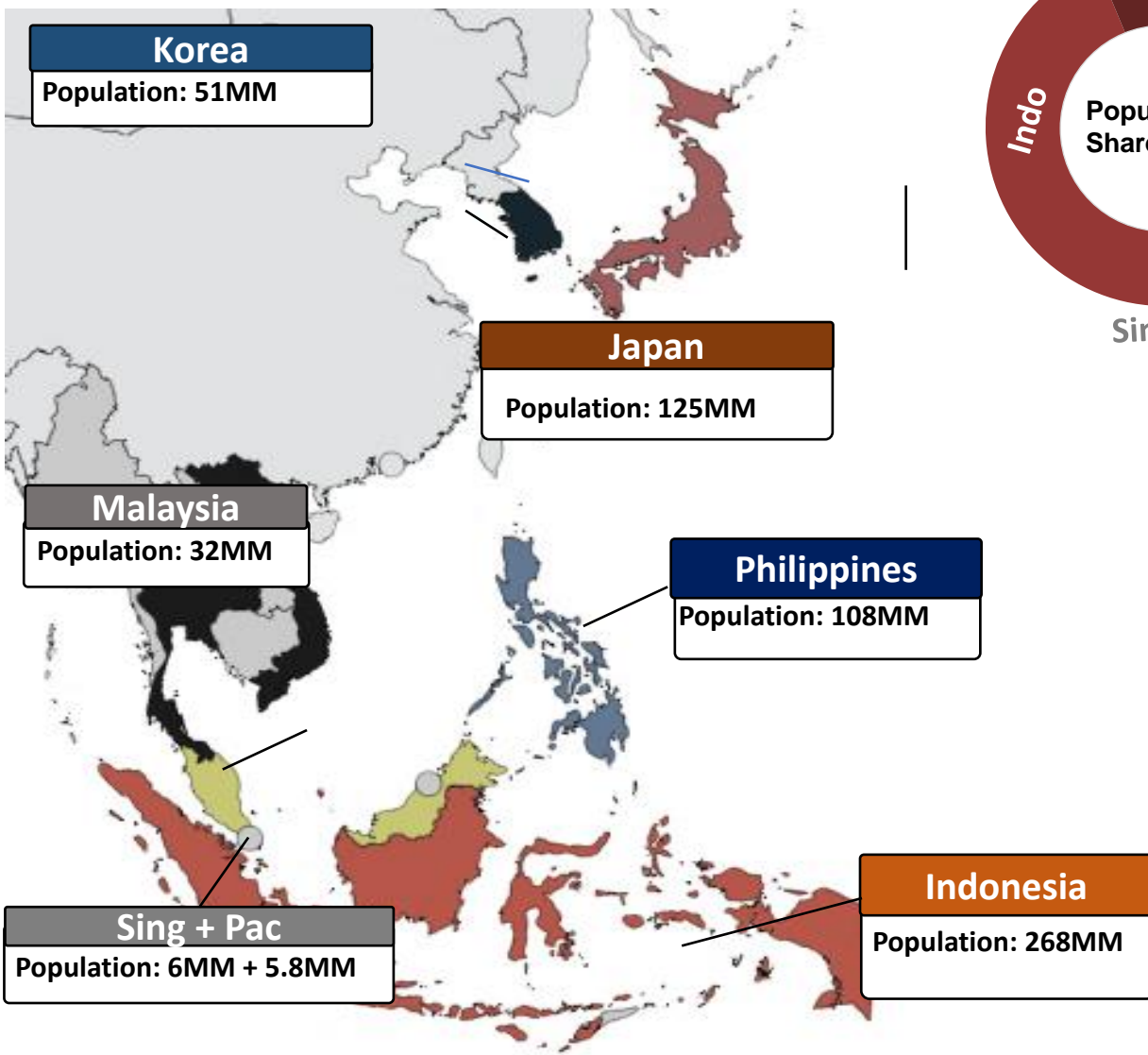
35 yo

5 DR

18
Factories

17
Distributors

6 Big
Countries




~600 MM Population, GDP of ~\$ 14,000 Bn
 90M Tons Volume,
 ~20 Manufacturing Site, ~20 Distributors

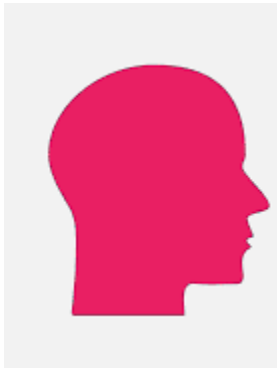


*Mongolia, E.Timor, Brunei, New Caledonia, W.Samoa, Tahiti, Guam, Saipan, A.Samoa

Competency Map

 My path in circle

A Classic Specialist vs Generalist..



	Specialist	Generalist
Advantages	<ul style="list-style-type: none">• Go to expert• Stability	<ul style="list-style-type: none">• Big Picture, Strategic• Broad Skill• Transferrable Skill• Career Flexibility
Disadvantages	<ul style="list-style-type: none">• Career Inflexibility• Limited job options• Narrow skillset• Large investment required	<ul style="list-style-type: none">• Master of None• Lack of depth• Lower Stability

Set of competencies



Meeting & Planning



Operational Leadership



Strategy & Improvement

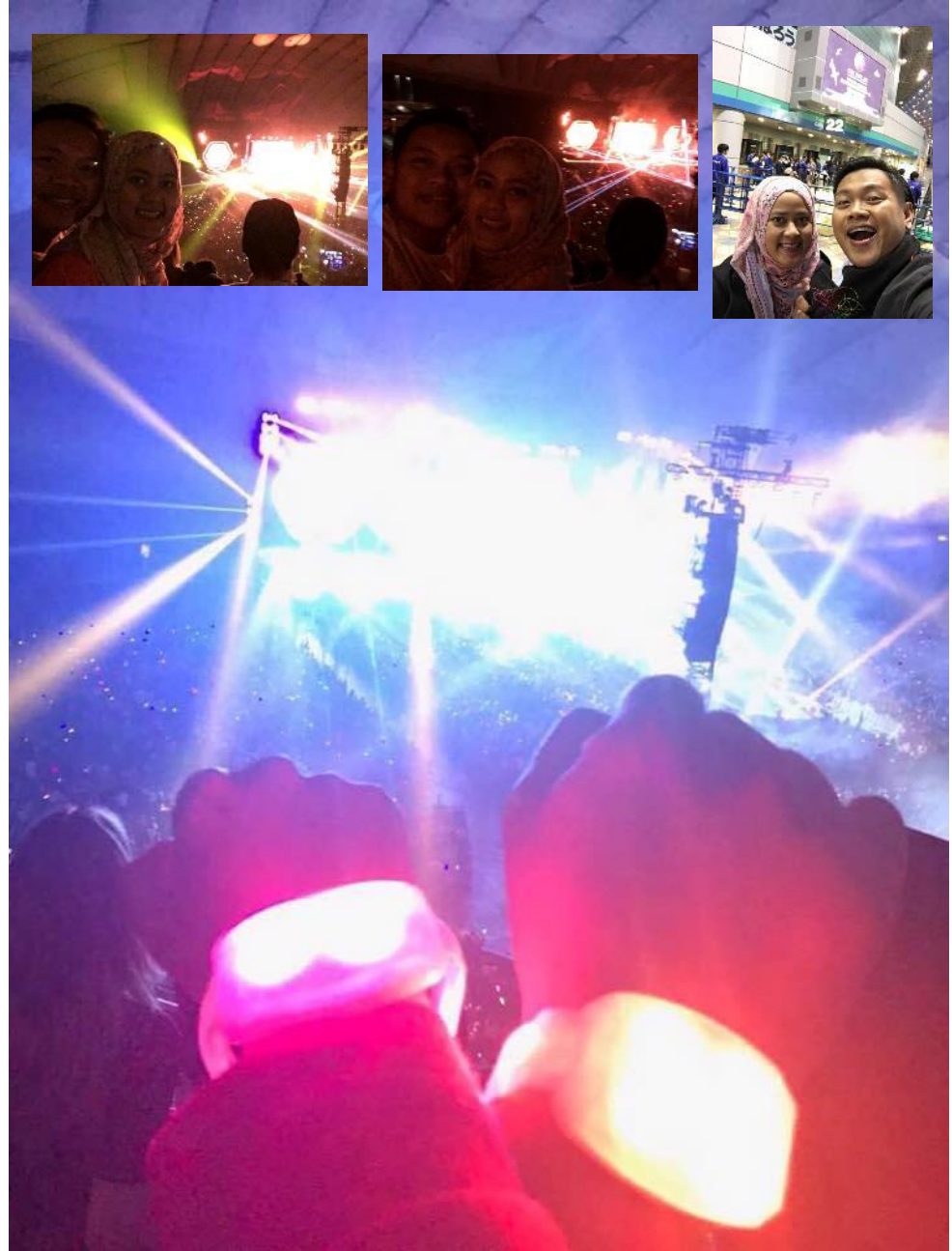






PEPSICO

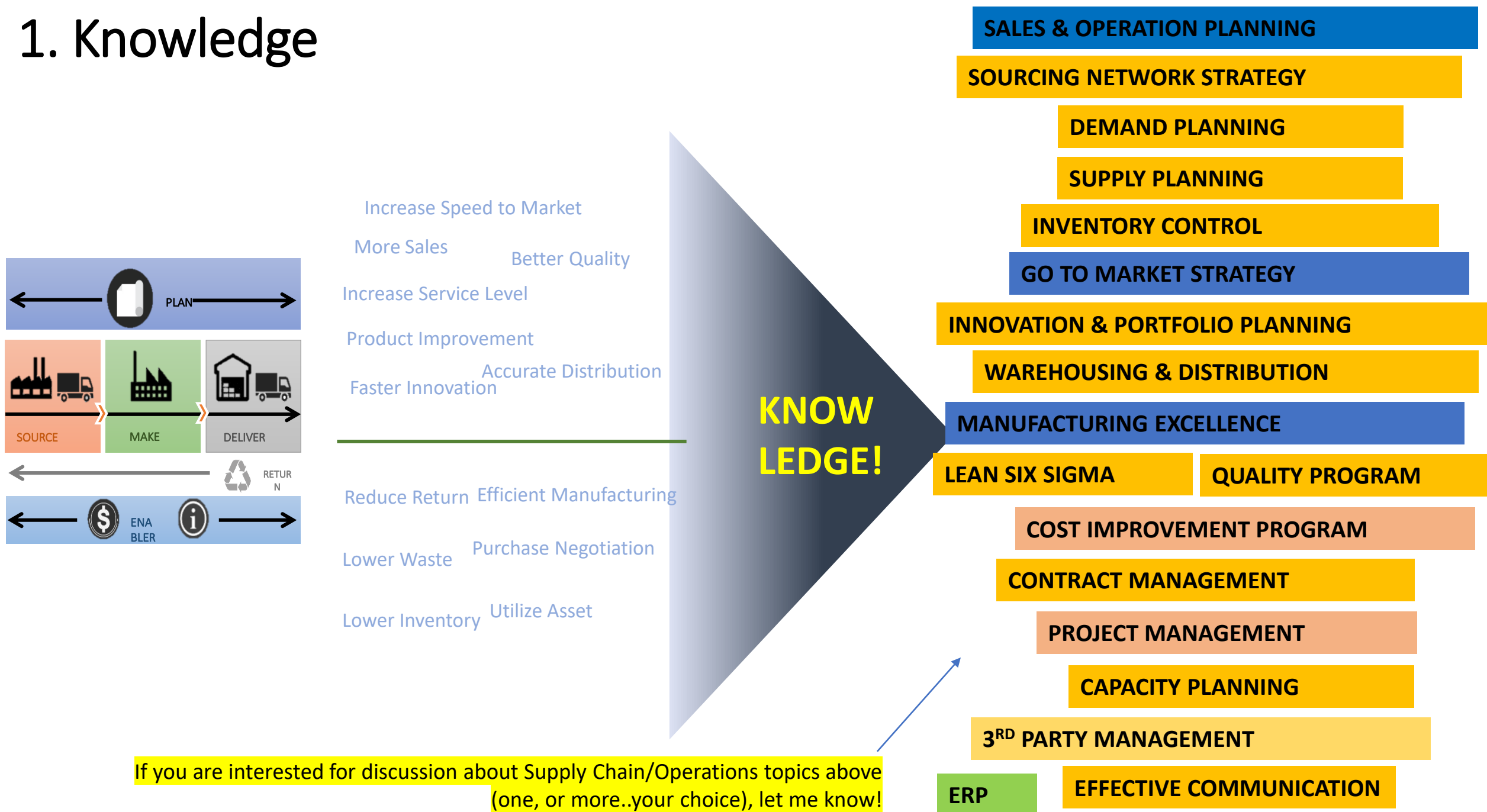
Wifey at weekend..



Takeaway..

What WE (a Supply Chain guy) can DO
to contribute to business..

1. Knowledge



2. Right and Clear Mindset!



GROWTH -> Top Line & Bottom Line



BALANCE -> Top vs Bottom, Demand vs. Supply



Do it the **RIGHT** way -> Adhere Company and Personal Value -> **JANGAN NYOLONG**



Do with **PURPOSE** -> Give back to People and next generations

3. MAKE IT SIMPLE

If you can't explain it **simply**, you
don't understand it well enough.

– Albert Einstein

