

## ASCM Professional Development Dinner Meeting

Tuesday April 19, 2022

Hilton – Greenville – 6:00 pm

**Presenter Steve Greene CSCP, CLTD, CPIM “Inventory Optimization Using ABC-XYZ Analysis”**

**Presenter Beau Ganas, CPA “How Making Money Really Works”**



Steve Greene is a program manager and computer support specialist at Greenville Technical College.

A year before earning his CPIM in March 2021, Steve started to write many articles and posts on supply chains that were published in various LinkedIn groups, in the ASCM online blogs, and later in ISE Magazine.

Steve’s other supply chain topics include integrated business planning using CPFR, advanced manufacturing using APS systems, ERP selection, purchasing strategies, and product development.

You may contact Steve through his LinkedIn profile: [www.linkedin.com/in/stevegreeneoperationssales](http://www.linkedin.com/in/stevegreeneoperationssales)

### **Program Synopsis:**

Classifying inventory items by their value using ABC analysis has long been associated with “always better control”. However, classifying items based on one or two value factors can be too simplistic and limiting in today’s dynamic supply chain. To resolve the shortfalls, inventory can be optimized by pairing ABC analysis with XYZ analysis, which classifies inventory items based upon their amount of demand variation.

With the combination of ABC analysis and XYZ analysis, inventory managers can effectively collaborate with other key functional managers in production, sales, logistics, accounting, and procurement. These functional departments can better work together to increase inventory optimization.

Combining ABC analysis and XYZ analysis delivers four key benefits:

- Refine inventory management policies and develop systems to implement best practices.
- Manage the trade-offs among the costs, risks, and benefits of holding inventory.
- Breakdown of functional silos within an organization while factoring in stakeholders’ needs into the inventory policy.
- Better alignment of inventory systems and procedures with corporate strategic objectives.

## Beau Ganas Biography



Beau Ganas is the Throughput Accounting Guru! He's a CPA, Certified Management Accountant, Certified Information Systems Auditor and is TOCICO certified as a TOC Expert. He holds degrees in accounting, management information systems, and a master's in taxation from the University of Georgia.

During his tenure in public accounting, Beau specialized in the application of cost accounting to internal decision making and external reporting. He understands every aspect of financial management in great detail, and every costing method in between, both for external financial reporting and internal decision making.

Beau has also served as the Controller of a specialized steel products manufacturer, developing Mine Resistant Armored Protected vehicles and other heavy steel products.

Beau believes that the Job Shop Pricing System and Throughput Accounting can create a viable vision (i.e. a substantially increased Net Profit beyond what owners believe to be possible). He believes this is the way forward for Throughput Accounting, the Theory of Constraints, and has far reaching implications from how companies are managed, all the way to improving external financial reporting for publicly traded companies.

For Beau, it started out as a simple journey to be a great accountant who could help his clients make more money and has transformed into a life's work to help people go further than they thought possible ever before.

### **Presentation Synopsis:**

"How Making Money Really Works"

A new paradigm that goes against the "cost-world" norm will be introduced.

This new Throughput-world paradigm is built on the principles from Goldratt's Theory of Constraints. Learn the fundamentals of Throughput Accounting, how it compares to GAAP (cost accounting) and how it allows for decision-making with confidence, clarity, and alignment between all parties (yes, even Sales and Ops!).

So, be prepared for an alternate approach than what conventional management suggests.