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Dynamic Supply Chains ePub John Gattorna, 2013-07-25 John Gattorna is one of the most original thinkers in the fast changing arena of supply chain management. He has pioneered the idea of dynamic alignment, which is so powerfully presented in this ground-breaking book. Martin Christopher, Professor of Marketing Logistics, Cranfield School of Management. Supply chains are at the heart of competitive advantage in business today. If supply chains are managed successfully, companies will be able to deliver their products and services to customers in a smart, cost-effective way. The key to successful supply chain management is recognising that it's people who really drive the living supply chains that are at the heart of businesses. Supply chains are powered by the energy and expertise of employees and suppliers and by the changing wants and needs of customers. John Gattorna calls this principle of matching changing customer needs and desires with different supply chain strategies 'dynamic alignment'. To secure space in a new market to grow or keep existing markets, companies have to get their products out there faster. They need to be the first with new products and services and the first to match them with particular customer groups. The dynamic alignment model gives a structured way of linking customer expectations to the operational side of business while maintaining the flexibility to systematically modify fulfilment processes as customers inevitably change their buying preferences. [The Business Model Navigator ePub eBook](#) Oliver

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