



Small Business Development Center
**COVID Business
Recovery Accelerator**
Texas South-West SBDC Network
UTSA The University of Texas at San Antonio

ISSUES AND OPPORTUNITIES IN SUPPLY CHAIN



HOST



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COVID BUSINESS RECOVERY ACCELERATOR



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SBDC COVID Business Recovery Accelerator

(210) 458-2272

businessrecovery@utsa.edu

Monday - Friday 8:00am - 5:00pm CST

txsbdc.org/businessrecovery/trainings

Relief	Rebooting
Recovery	Resiliency



OUR SERVICES

Services provided:



**Business One-on-One
Counseling**



**Business Training, Events
& Information**



DISCLAIMER

This training is brought to you as a public service. It is not designed as a substitute for legal or tax advice, nor is it a comprehensive statement of the law.



SUPPLY CHAIN DEFINITION

What is supply chain?

In commerce, a supply chain is a system of organizations, people, activities, information and resources involved in supplying a product or service to a consumer.



SUPPLY CHAIN DEFINITION

What is supply chain in a service based business?

- Building a supply chain in the service industry means making partnerships
- The part of the supply chain dedicated to providing service on products



SUPPLY CHAIN ISSUES

Major supply chain issues

- Where it started
- Products with high repercussion- TP and chips
- Numbers

NEXT Insurance's survey found retailers have been "hit hardest: 73% of retail small businesses are experiencing negative impacts to their business caused by supply chain issues, and more than a third of these retailers (35%) report significant negative impacts."



WHERE IS THE ISSUE?

- Cargo ships affected- Shanghai to LA and Long Beach
- Russia – Ukraine conflict distresses supply chain
- Industries impacted:

Electronics, Medical/Dental and Automotive- Russia is the 3rd largest supplier of nickel. Russia and Ukraine lead production of copper and platinum.
Agricultural – Both countries account for nearly a third of the world's wheat market, 19% of the world corn supply, and 80% of exported sunflower oil

- Flights affected



WHERE IS THE ISSUE?

The Supply Chain has a few things not working well:

- US businesses rely on international suppliers
- China accounts for ~17.6% of imports
- Industries impacted: Manufacturing, Healthcare, Tourism & Food
- Logistics



WHAT CAN I DO?

What can you do, as a small business owner, to survive this crisis?

- Map your supply chain
- Lines of communication
- Use the power of numbers- negotiation
- Offer alternatives
- Friends and family



WHAT CAN I DO?

What can you do, as a small business owner, to survive this crisis?

- Be honest with your customers
- Use creativity/pivot
- Prepare for higher costs (inflation), long lead times
- Survey your clients
- Raise prices

Above all, have patience



SWOT

SWOT Analysis is a technique for assessing the performance, competition, risk, and potential of a business.

Its best to do a SWOT analysis quarterly. A lot of things tied to small businesses like logistics, trends, and laws fluctuate or change. Keeping track every three months can keep you ahead of the curve. You won't have to get ready if you stay ready.



SWOT

STRENGTHS

What does your organization excel at? What separates it from the competition? Does it have a strong brand, a loyal customer base, unique technology, etc....

WEAKNESSES

Does your business need to improve? What's stopping you from performing at optimum levels? Is it high-turnovers, too much debt, inadequate supply chain, or a lack of capital?

OPPORTUNITIES

Are there favorable external factors? Is there something that can give you a competitive edge? Can a new law help you save costs? Is there a new technology that can help make you more efficient?

THREATS

Is there something that can harm your organization? Threats can be Pandemics, rising costs, increase in competition, short staffing, freight issues, etc.... Recognize them early

SWOT Analysis is a technique for assessing the performance, competition, risk, and potential of a business.



WORK WITH US

What can the SBDC COVID Business Recovery Accelerator do for you?

- Training
- Loans, grants
- Networking and build connections
- Government contracting



RESOURCES

- <https://www.ascm.org/> American Production and Inventory Control Society (APICS) is the premier professional association for supply chain management.
- <https://logisticsengineers.org/> Council of Logistics Engineering Professionals (CLEP) is dedicated to advancing the logistics engineering profession through education, mentoring and outreach.
- <https://cscmp.org/> Council of Supply Chain Management Professionals (CSCMP) provides educational, career development, and networking to the supply chain management profession.
- <https://www.iwla.com/> International Warehouse Logistics Association (IWLA) is dedicated to being the resource for warehouse logistics providers, suppliers and 3PL customers.
- <https://www.ncmahq.org/> National Contract Management Association (NCMA) is a membership-based, professional society for contract management, acquisition, and procurement professionals.



Questions?



CONTACT US



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