



TOCPA

MEDIUM

Theory of Constraints
Practitioners Alliance



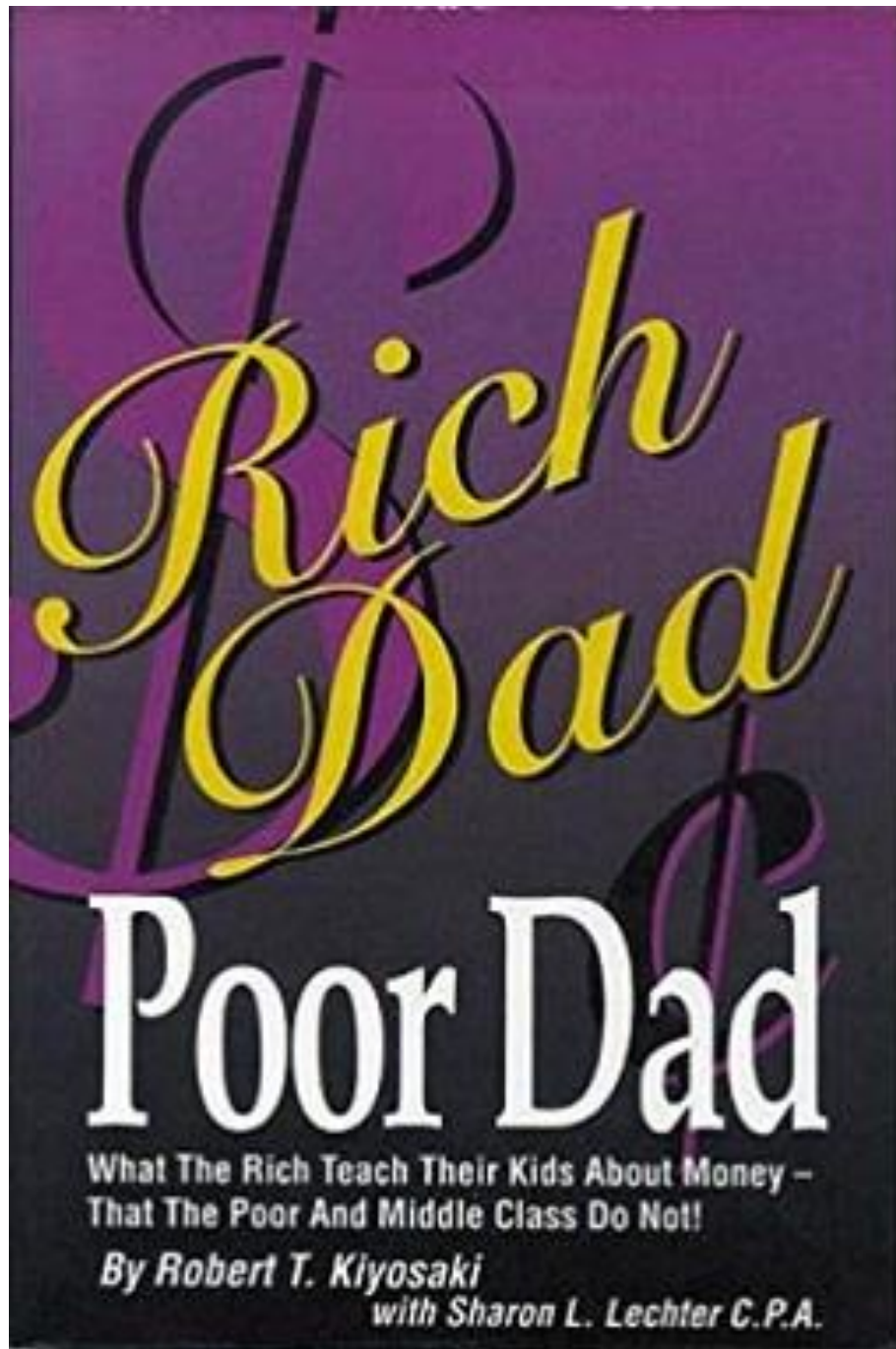
Eli Goldratt's Legacy in the World

46th TOCPA International Online Conference

18-19 March 2021

Giedrius Balnys

Lithuania, JSC StockM, www.stockm.eu



- I was a successful young man with a high salary and a promising future.
- At 30 I was Sales Director at the largest IT distributor in Lithuania.
- I was happy, but not satisfied. I felt like I am missing something.
- In 2004 I accidentally read the book Rich Dad Poor Dad and realized that I am trapped in a “rat wheel”



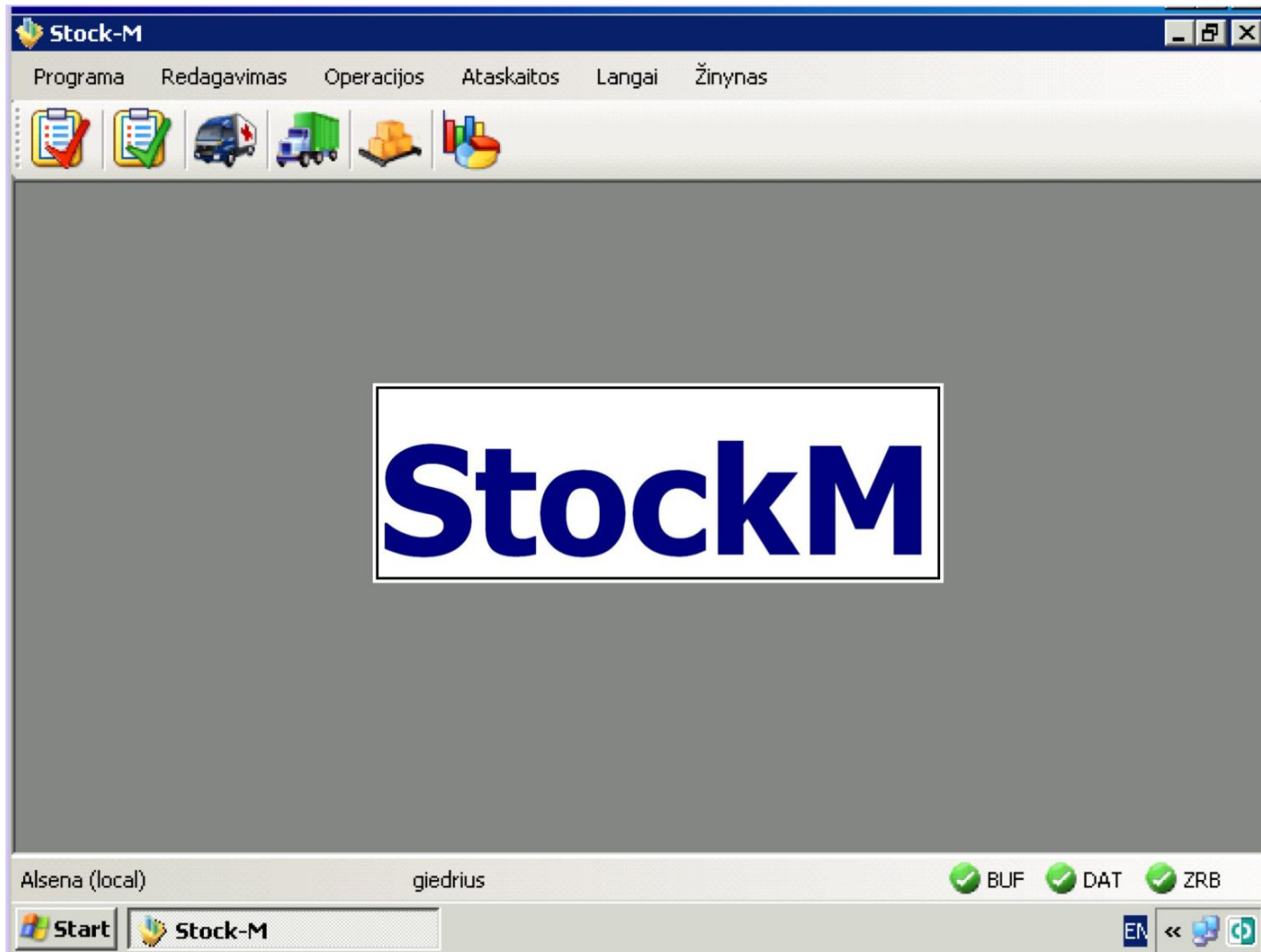
- Feb 2005 I quit my job.
- Still I felt something missing. The TOC have filled that.
- Sept 2005 Goldratt School (Vilnius)
 - Students were different. They thought different, they saw things around differently than I did.
 - Teachers (Oded and Jelena) were great. Supply chain knowledge they brought seemed very logical, easy to understand, but I did not had any practical background.
 - The “quietest” student.
- Few years later Jelena invited me to TOCPA. My TOC studies resumed and continues till now.
- Inventory management since the first TOC project.



Inventory management softwares at 2005-2006

- Advanced order amount calculators
- Too expensive
- Data chaos, poor data availability
- Poor integration into business processes
- No human control, but high consultant responsibility
- Killer: no quantity in transit

StockM first release in 2007



StockM second release in 2013

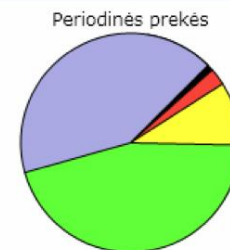
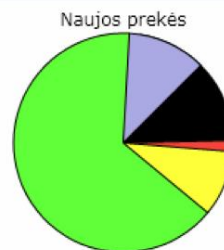
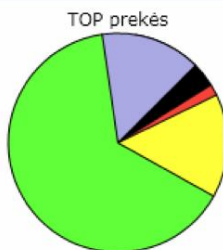
STOCK-M

Programa Redagavimas Buferiai Atsargos Užsakymai Ataskaitos Sisteminiai įspėjimai

Šiandien

Filtruoti pagal: Visi vartotojai

- ✓ Duomenys OK. Galite dirbti
- ✗ Nesutvarkyti vadybininko užsakymai (8)
- ✓ Visi užsakymai išsisiuntė sėkmingai
- ✗ Vėluoja užsakymai (2)
- ✗ Nesutvarkytos vadybininko prekių kortelės (5)
- ✗ Nesumažinti buferiai (1)
- ✗ Nepadidinti buferiai (5)



Praradimai Rizikinga zona Optimali zona Saugi zona Perteklius



Visas perteklius, LTL



Prarasti pardavimai, LTL



Apyvartumas



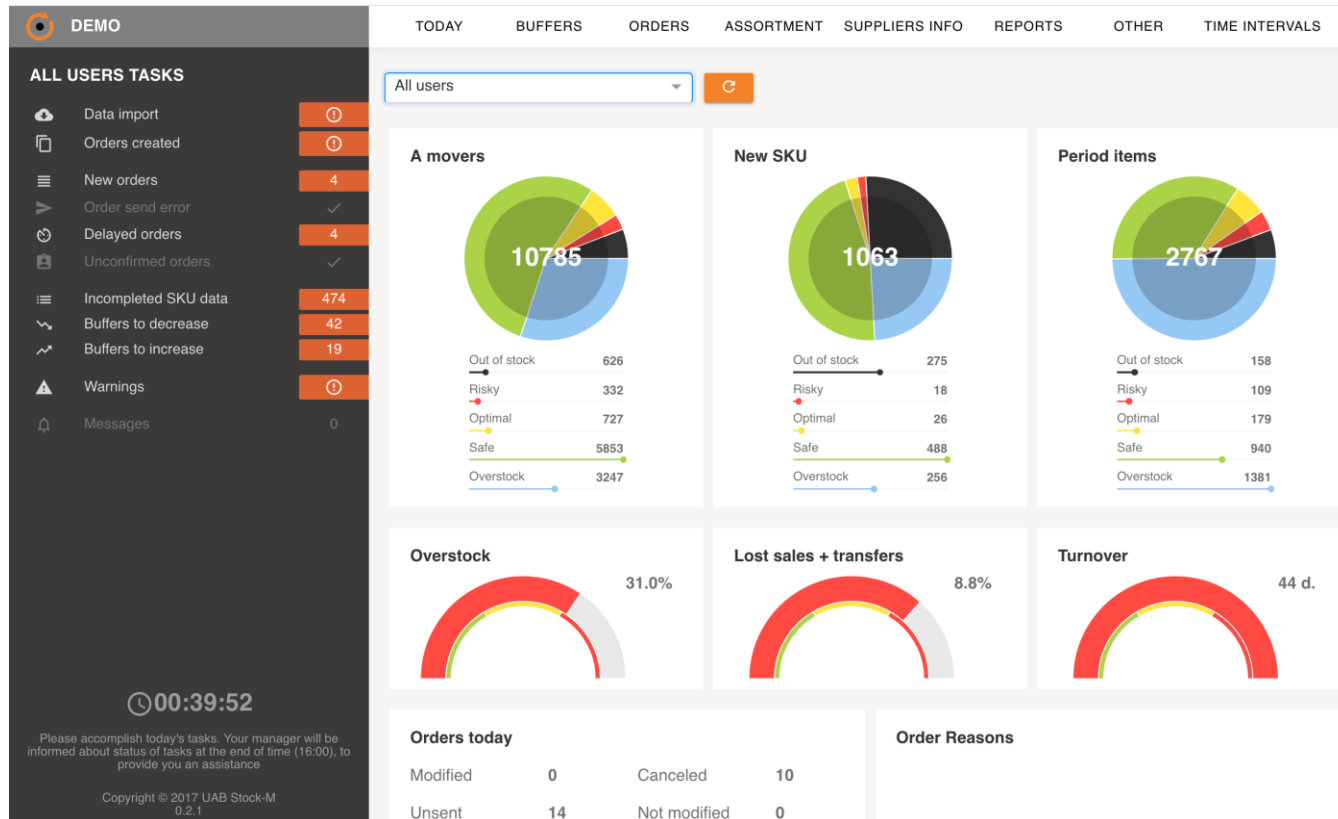
Pakeisti užsakymai šiandien

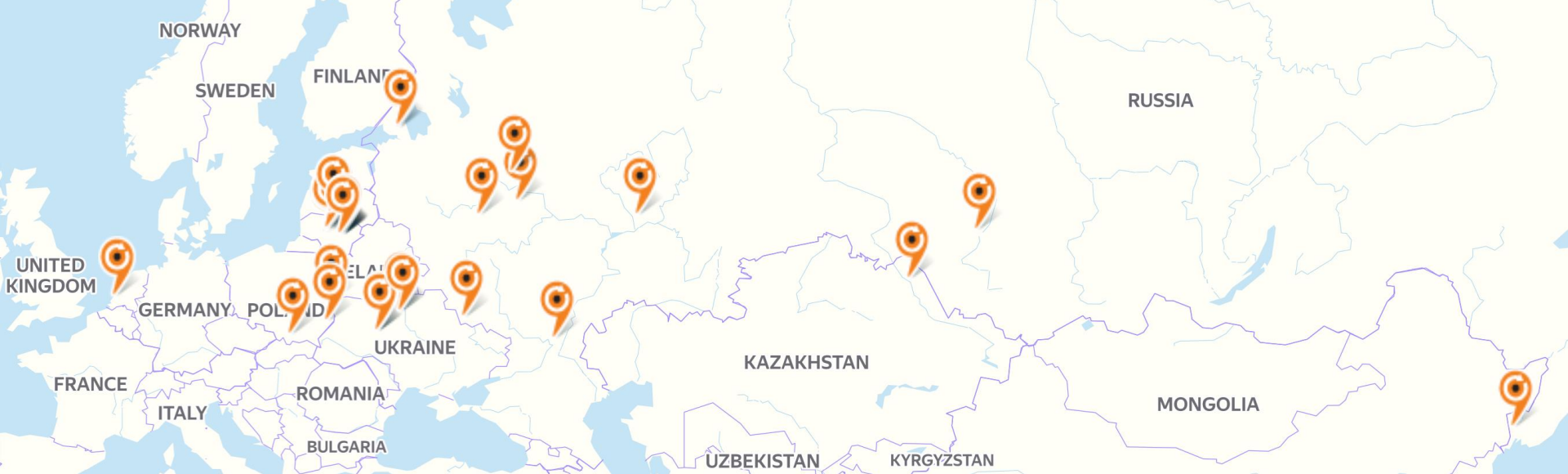


Prašome ištaisyti sistemos pastebėtas klaidas. Pasibaigus laikui informuosime jūsų vadovą (16:00), kad paskirtų jums pagalbą.

05:05:46

Current StockM UI since 2018





- We have more than 80 implementation in 7 countries
- StockM R&D department and IT team roadmap:
 - TOC DBM based perishable good inventory module
 - Integrated TOC based POOGI
 - Process control, human mistakes control
 - Machine learning
 - More automatization

Even deeper integration in client business processes

Inventory Management software's future - Robotization

- Deeply integrated into company's processes
- Should requires less and less human resources
- Routine tasks should become more and more automated
- Most decisions should be made by the system. Human has to be involved only in special and in unpredicted cases.
- AI in Inventory Management?

The last slide

- I am a practitioner. I like to test what I learned on myself, on my friends and sometimes even on our clients.
- With TOC Inventory tools sometimes it seemed that Dr.Goldratt missed some detail or did not get deep enough into something specific. So I tried to fix such “bugs”. Every single time when I tried to “improve” Dr.Goldratt I was wrong.
- TOC as a theory changed my life. It helped me to discover new another world.
- Thank you Dr.Goldratt for developing the TOC.
- Thank you Jelena Fedurko and Oded Kohen for bringing TOC to my live and helping me to escape the rat race.