Books International

Managing the Post-Covid
Supply Chain

July 1, 2021
Post Covid Challenges

• Despite hype around record 2020 - 2021 book sales. Few organizations spared by the pandemic.

• Essential to avoid “irrational exuberance” about the road ahead as picture will change as we emerge from Covid.

• Consider what might happen to your business when readers have other spending options.

• Several sectors expecting sustained changes in their business with academic / education facing especially significant challenges.
## Immediate Opportunities & Challenges

<table>
<thead>
<tr>
<th>Distribution</th>
<th>Manufacturing</th>
<th>Other Considerations</th>
</tr>
</thead>
<tbody>
<tr>
<td>• E-commerce firmly established as dominant distribution channel</td>
<td>• Paper Price &amp; Availability</td>
<td>• Sustainability &amp; Green Supply Chain</td>
</tr>
<tr>
<td>• Publishers focusing on establishing D2C Channel</td>
<td>• Strained Mfg. Capacity &amp; Rationalized Supply Base</td>
<td>• Freight Availability &amp; Cost</td>
</tr>
<tr>
<td>• Permanent change in the place occupied by digital</td>
<td>• Digital Manufacturing Supports Alternative Inventory Models</td>
<td>• New demands on fulfillment infrastructure</td>
</tr>
</tbody>
</table>

- Eliminate fixation on UMC - focus on cash, speed & lowering total cost of ownership
Some Final Thoughts

• Move quickly – these issues demand attention. The pandemic has proven that the unthinkable is a possibility.

• Set a sector specific strategy – ignore hype about industry performance. Enlist C- Level support participation!

• The longer your supply chain – the higher the risk. Shortening the chain reduces safety stock and offers better customer service

• Build your supply chain knowledge. Webinars a great source of new ideas.

• Participate in industry organizations like BISG / BIC