

CATEGORY SOURCING, MHE OPERATING CONTEXT AND ERP & DATA

I connect sourcing decisions, supplier capability and reliable data to identify risk early and keep operations on track.

Procurement decisions with the operational impact in mind.

I look beyond the purchase order to capacity, lead time, material availability, quality and documentation, and I stay with the issue until it is resolved. Earlier IKEA distribution-centre experience adds WMS, stock accuracy, inbound/outbound flow and daily MHE/forklift operating context.

2,000+

ERP and master-data records

200+

complex product/BOM structures

30+

international suppliers

100+

items with conflicting cost and sales-price data

THREE WORKING PRINCIPLES

01

I keep the whole flow visible.

I connect supplier timing, material status, ERP data, quality evidence and production priorities so problems are easier to see before they become disruptions.

02

Careful is not a system.

Being careful is not enough. I want to know which information we trust, who owns the decision and how we make sure the issue is followed through.

03

I do not start with the tool.

I start with the problem. If technology makes the work clearer, faster or more reliable, it has a purpose; otherwise I keep the process simple.

IN PRACTICE

Spot risk early, make gaps and owners clear, and follow actions until they are resolved.

CORE CASE 01

Keeping an approved change aligned before first production.

A sanitised reconstruction of how customer or engineering changes affected ERP, materials, suppliers, documentation and production readiness.

FROM APPROVED CHANGE TO HANDOVER

01

Input

Approved customer, engineering or prototype change.

02

Impact

BOM/route, MRP, material, treatment/test, supplier and document effects.

03

Update

Controlled AX/D365 and readiness actions.

04

Validate

Coverage, FAI, traceability, approvals and open risk.

05

Handover

Production-ready records and named next actions.

MY CONTRIBUTION

Turn the change into action

Converted approved input into ERP, material, supplier, documentation and production-readiness actions.

Check the full impact

Checked BOM/routing readiness with MRP, stock/incoming supply, shortages, phase-in/out, supplier timing, treatment/test requirements and documents.

Keep ownership clear

Kept decision responsibilities, approvals, dates, open risks and next actions visible across functions.

Protect first production

Followed first-article, traceability and unresolved issues before production or release.

CASE AT A GLANCE

Context

High-mix technical manufacturing with prototypes, revised parts and controlled customer requirements.

My role

ERP, master-data, material and production-readiness coordination within approved authority boundaries.

People involved

Engineering, Quality, Planning, Purchasing, Production, Warehouse and suppliers.

Systems

Dynamics AX/D365, Excel and controlled technical documentation.

DOCUMENTED OUTCOME

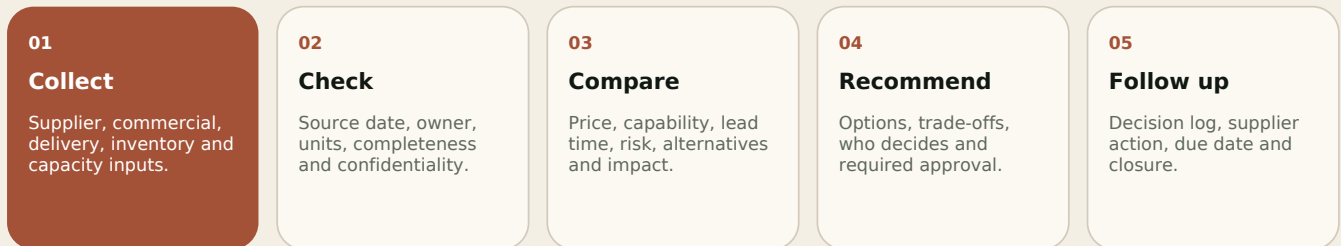
Created or validated 200+ complex structures in about two weeks while preserving traceability and keeping approved changes, materials and open actions aligned before execution.

CORE CASE 02

Reviewing supplier performance, risk and commercial terms together.

A sanitised reconstruction of documented technical purchasing across materials, customer-specific components, surface treatments, specialist subcontracting, external testing/inspection, RFQs, supplier decisions and follow-up across 30+ suppliers.

A PRACTICAL DECISION STRUCTURE



WHAT I BROUGHT TO THE DECISION



CASE AT A GLANCE



DOCUMENTED OUTCOME

Caught conflicting cost and sales-price data affecting 100+ items before a major quotation. In a separate supplier recovery, higher volume put pressure on a supplier I had introduced; I worked with them to understand the bottleneck, redirected urgent work and limited new commitments until capacity recovered.

BOUNDARY

Routine sourcing and supplier decisions were handled within delegated authority. Exceptional, unusually high-value or high-risk commitments were checked with the responsible manager.

PROBLEM SOLVING AND PRACTICAL TECHNOLOGY

Understand the problem before choosing the tool.

HOW I APPROACH A RECURRING PROBLEM

I first clarify the business or operating need, check the source information and confirm who owns the decision. Then I compare the commercial and operational trade-offs and follow the issue until it is resolved.

Data, reporting and AI can reduce manual preparation, flag exceptions and help compare options. I still check the source, assumptions and decision owner before anything becomes an action.

HOW I START IN THE MHE CATEGORY AND ASSETIQ WORKFLOW**01-30****Learn**

Demand, suppliers, contracts, fleet/asset data, regional stakeholders, operating requirements and AssetIQ workflow boundaries.

31-60**Own a problem**

Take one MHE sourcing or supplier issue from facts to action and use it to test the relevant AssetIQ workflow.

61-90**Improve**

Deliver one measurable category and workflow improvement, then agree the owner, review rhythm and next decision.

RELEVANT OPERATING CONTEXT

RFQs · Tender inputs · Negotiation

Supplier Relationships · Performance

MHE & Warehouse Operating Context

Demand Aggregation · Lifecycle

ERP · Data · Analytics

AssetIQ Workflow Validation

WAREHOUSE AND MHE OPERATING CONTEXT

High-volume IKEA distribution-centre operations, WMS stock accuracy, inbound/outbound flow, daily material-handling equipment (MHE)/forklift context and a valid Category B forklift licence.

FROM ERP CONTROLS TO ASSETIQ WORKFLOW VALIDATION

Daily AX/D365 and MRP work taught me to question the information behind a decision: item and supplier data, planning parameters, dates, material availability and exceptions. In AssetIQ, I would validate approved inputs, test normal and unusual sourcing scenarios, challenge outputs that do not fit operational reality and keep final commercial accountability with the responsible decision owner.

APPLYING THE SAME SOURCING LOGIC TO MHE

The sourcing fundamentals are the same. MHE adds asset lifecycle and fleet economics.

My documented base is RFQs, supplier comparison, negotiation, sourcing choices, supplier recovery and ERP/data work. For MHE, I would add asset population, utilisation, service, downtime, lifecycle and ownership economics, then use real category decisions to validate and pressure-test AssetIQ workflows from the category-user side.

SOURCING DECISION LOGIC

01 Start with the requirement

Confirm technical, safety/compliance and operating requirements as gates before commercial comparison; then clarify outcome, site constraints, decision owner and what can be challenged.

02 Understand the current position

Spend, demand/volume, agreements, supplier performance, asset population, utilisation and fleet/service data.

03 Check market and risk

Capability, capacity, competition, market/index movement where relevant, dependency, service coverage and switching risk.

04 Compare total value

Total cost, quality, delivery, service/spares, downtime, working capital and risk; add lifecycle, ownership, residual value and redeployment.

05 Choose the sourcing route

RFQ/tender, consolidation, dual source, framework/call-off, supplier development, justified local exception or exit.

06 Follow performance

Commercial/service terms, KPIs, owners, approvals, review rhythm and value tracking after the sourcing decision.

MHE AND ASSETIQ CONSIDERATIONS

LIFECYCLE & TCO

Operating fit, utilisation, buy, lease or rental model, maintenance, service and spare parts, downtime, energy/infrastructure, expected life, residual value and redeployment.

ASSETIQ & SCALE

Connect asset, contract, supplier and operational data. Aggregate demand and standardise where needs are common, keep justified local exceptions visible, and test workflows against normal and unusual sourcing scenarios before scaling them.

EXPERIENCE BOUNDARY

I have warehouse/MHE operating context but no direct MHE sourcing or global fleet ownership. What I already bring is sourcing judgement, supplier follow-up, operational understanding and ERP/data experience. I would learn the OEM, dealer, service and fleet economics from the team, contracts, performance data, Operations and suppliers.