



TOC Flow Consulting

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**Some comments that inspire
me to share on LinkedIn..**



Abhijeet Talekar (He/Him) · 1st

2w ***

Demand Planner | SCM | CII-SCM Pro | Automobile Enthusiast

Hi Sir, your posts have been really insightful for me in my day to day work. I am able to understand concepts more closely when I go through your posts.

Kudos to you 🏆

Like · 🗨️ 1 | Reply · 1 Reply



natrajan iyer · 1st

1w ***

Business Consultant/ Teacher/ Book Author - "The 9 Nuggets of..."

Your posts are always thought provoking Ritesh ! My two cents on this subject. In order to arrive at the right inventory level (after understanding the mismatch) the key lies in having the right processes for replenishing what has got sold . If the sale has happened from an identified fast mover, replenish ...see more

Like · 🗨️ 5 | Reply · 2 Replies



Manjunath Siddegowda · 1st

2mo (edited) ***

Expert in Innovation, T O C, In 4.0

Excellent, Excellent, Excellent

Beautiful verbalisation of SCM concept in simple terms without losing the core principles

Like · 🗨️ 1 | Reply · 1 Reply



S Natarajan · 1st

3mo ***

Marathon Coach (ACSM certified and Heart rate based MAF), M.L.

At times...?!

I think you are very kind and generous 😊👏👏👏



Girish Prakash Deshpande गिरीश देशपांडे (भारतीय, भारतवा...

3mo ...

• 2nd

Niche ERP | Angel Investor & Mentor | ToC Enthusiast | Natural f...

Wellsaid [Ritesh Kapur](#). Push cannot always work and the ramifications are scary. Lot of dependent economy hurts.

Like ·  1 | Reply · 1 Reply



Rajan Singh • 1st

2mo ...

Building HabitStrong | Ex-IPS | Wharton | IITK | McKinsey | Privat...

[Ritesh Kapur](#) One organization I was involved with, had a people problem. But whenever they discussed how to improve, the starting point was, "Look, we have top-notch people -- that is not the problem." That organization is no more.

Like ·  3 | Reply · 1 Reply



Hemant Kochhar · 1st

3mo ***

People Technology at CONA Services - A Coca-Cola System IT ...

I like the operating room example... very clearly illustrates the challenge for a lot of mid sized organizations.



Muhammad Anwar · 1st

2mo ***

Engineering Manager at NKOM - Nakilat Keppel Offshore & Mari...

Ritesh Kapur .. this is what needs Management attention as stressed upon by quality gurus. Do the right thing..(Being Effective) before focusing on doing the things right (being efficient)

Like · 2 | Reply · 1 Reply



Anbu Chelvan · Following

3mo ...

Expert in the Global Jewellery Retail in Product Procurement, M...

Well said

Growth

Profitability

At the same time stability



natrajan iyer · 1st

1mo ...

Business Consultant/ Teacher/ Book Author - "The 9 Nuggets of...

Very well articulated Ritesh. While the logic is so clear what is unclear to me is that " Why many are still not putting it in to practice? ".

Happy new year to you and your family too 😊 Kind Regards

Like · 🗨️ 1 | Reply · 1 Reply



Vinita Chandra · 1st

1mo ...

Helping global retailers operationalize Product Availability at diff...

Very Holistic approach

Like | Reply



S Natarajan · 1st

1mo ...

Marathon Coach (ACSM certified and Heart rate based MAF), M...

Volume based scheme kills the entire ecology of retailers, only big retailers will get more and more and this disrupt the price integrity too

Thanks for saying it aloud

Like ·  1 | Reply · 1 Reply



Ganesh Modi · 1st

1mo ...

Sector Planning || Product Management || 6-Sigma GB || MBA-II...

Sir/Mam

Will Cutting down the tail not cause shifting of consumers to other brand? I think pull based system solves long tail issues as well? Pull based buffer managed system will take care ...see more

Like · 🗳️ 1 | Reply · 3 Replies

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Ganesh Modi · 1st

1mo ...

Sector Planning || Product Management || 6-Sigma GB || ...

Thanks for clarifying.

Like · 🗳️ 1 | Reply



Maria Eugenia Espinoza Molina 🙏 • 1st

1mo ...

Finance made simple and clear for business owners | Serving to i...

So many golden nuggets **Ritesh!** 🙏

I found out very frequently that most finance experts are talking of cost cutting initiatives in these uncertain times! 🙏

...see more

Like · 👍 1 | Reply · 1 Reply



Prayank Jain • 1st

3w ...

Making Enterprises Intelligent | Accenture | Chicago

I have worked with a couple of Gartner top 10 supply chains and a lot of their processes are broken.

Like · 👍 2 | Reply · 1 Reply



Thanks!

“Not finance. Not strategy. Not technology. It is **teamwork** that remains the ultimate competitive advantage, both because it is so powerful and so rare.”

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🌐 info@toc-flow.com