

Supplier A - INSOURCE

Capacity = 10 units/week

Price = \$4/unit

Lead Time = 0 weeks

No Min Qty

Supplier B - GOTHAM CITY

Capacity = 15 units/week

Price = \$3/unit

Lead Time = 1 week

No Min Qty

Supplier C - CHINA

Capacity = 30 units/week

Price = \$1/unit

Lead Time = 2 weeks

Minimum Qty = 10

Cell Phone Suppliers

Supplier A INSOURCE

Capacity = 10 units/week

Price = \$4/unit

Lead Time = 0 weeks

No Min Qty

Supplier B GOTHAM CITY

Capacity = 15 units/weeks

Price = \$3/unit

Lead Time = 1 weeks

No Min Qty

Supplier C CHINA

Capacity = 30 units/week

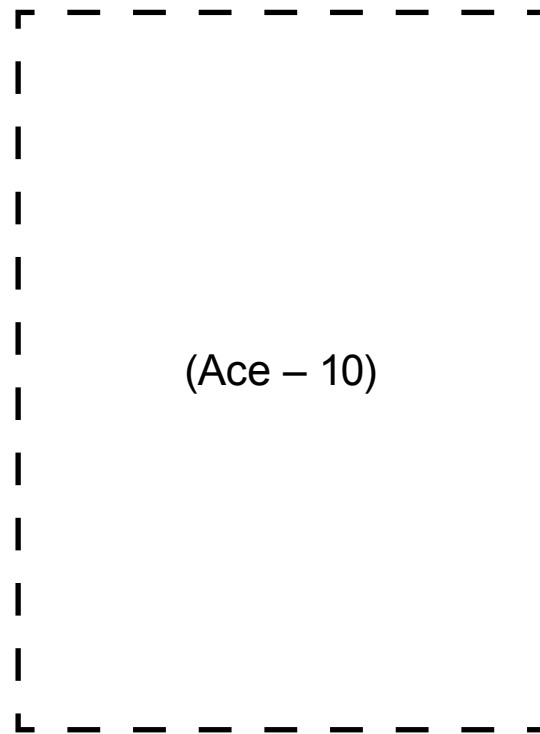
Price = \$1/unit

Lead Time = 2 weeks

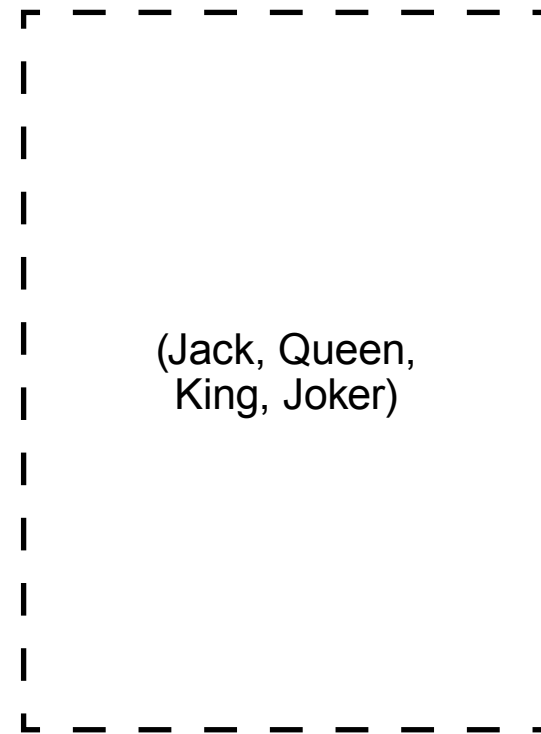
Minimum Qty = 10

Retail Store

Demand Cards



Unfulfilled Demand
Penalty Cards



Jack = \$1
Queen = \$2
King = \$3
Joker = \$4

Sample Team Score card

| Step | | Description | Calculation Hint | Week 1 | Week 2 |
|-----------------------------|----|-------------------------------|---|---------|---------|
| Start Accounting | 1 | Starting Cash Balance | Line 19 from previous week | \$100 | \$106 |
| Get Demand | 2 | Weekly Demand | Pick Card (Ace - 10) from retail store | 7 units | units |
| Source Phones | 3 | Choose Supplier | Team Chooses A, B or C | B | |
| | 4 | Week supply becomes available | Current week, or +1 week or +2 weeks | 2 | |
| | 5 | Cost per Unit of Supply | \$4, \$3 or \$1 based on team supplier choice | \$3 | \$ |
| | 6 | Phones you choose to Order | Team chooses | 5 units | units |
| | 7 | Total Order Cost | Line 5 x Line 6 | \$15 | \$ |
| Compute Inventory and Sales | 8 | Beginning Inventory | Line 12 from previous week | 5 units | 5 units |
| | 9 | Units Delivered this week | From Line 4 and Line 6 | 0 units | units |
| | 10 | Inventory Available for Sale | Line 8 + Line 9 | 5 units | units |
| | 11 | Number of Sales | Max (Line 2, if sufficient inventory or < Line 2, insufficient inventory) | 5 units | units |
| | 12 | Ending Inventory on hand | Line 10 - Line 11 | 0 units | units |
| | 13 | Units of Missed Demand | Max (Line 2 - Line 10 or 0) | 2 units | units |
| Compute Penalty Costs | 14 | Missed Demand Penalty | Pick Card (Jack = \$1, Queen = \$2, King = \$3, Joker = \$4) Per Unit | \$2 | \$ |
| | 15 | Cost of Missed Demand | Line 14 x Line 13 | \$4 | \$ |
| | 16 | Inventory Holding Cost | \$1 x Line 12 | \$0 | \$ |
| Compute Profit or Loss | 17 | Revenue from Phone Sales | \$5 x line 11 | \$25 | \$ |
| | 18 | Total Penalty Cost | Line 15 + Line 16 | \$4 | \$ |
| End Accounting | 19 | Ending Cash Balance | Line 1 - Line 7 + Line 17 - Line 18 | \$106 | \$ |

Team Score Card

Team name:

| Step | | Description | Calculation Hint | Week 1 | Week 2 | Week 3 | Week 4 | Week 5 | Week 6 |
|-----------------------------|----|-------------------------------|---|---------|--------|--------|--------|--------|--------|
| Start Accounting | 1 | Starting Cash Balance | Line 19 from previous week | \$100 | \$ | \$ | \$ | \$ | \$ |
| Get Demand | 2 | Weekly Demand | Pick Card (Ace - 10) from retail store | units | units | units | units | units | units |
| Source Phones | 3 | Choose Supplier | Team Chooses A, B or C | | | | | | |
| | 4 | Week supply becomes available | Current week, or +1 week or +2 weeks | | | | | | |
| | 5 | Cost per Unit of Supply | \$4, \$3 or \$1 based on team supplier choice | \$ | \$ | \$ | \$ | \$ | \$ |
| | 6 | Phones you choose to Order | Team chooses | units | units | units | units | units | units |
| | 7 | Total Order Cost | Line 5 x Line 6 | \$ | \$ | \$ | \$ | \$ | \$ |
| Compute Inventory and Sales | 8 | Beginning Inventory | Line 12 from previous week | 5 units | units | units | units | units | units |
| | 9 | Units Delivered this week | From Line 4 and Line 6 | units | units | units | units | units | units |
| | 10 | Inventory Available for Sale | Line 8 + Line 9 | units | units | units | units | units | units |
| | 11 | Number of Sales | Max (Line 2, if sufficient inventory or < Line 2, insufficient inventory) | units | units | units | units | units | units |
| | 12 | Ending Inventory on hand | Line 10 - Line 11 | units | units | units | units | units | units |
| | 13 | Units of Missed Demand | Max (Line 2 - Line 10 or 0) | units | units | units | units | units | units |
| Compute Penalty Costs | 14 | Missed Demand Penalty | Pick Card (Jack = \$1, Queen = \$2, King = \$3, Joker = \$4) Per Unit | \$ | \$ | \$ | \$ | \$ | \$ |
| | 15 | Cost of Missed Demand | Line 14 x Line 13 | \$ | \$ | \$ | \$ | \$ | \$ |
| | 16 | Inventory Holding Cost | \$1 x Line 12 | \$ | \$ | \$ | \$ | \$ | \$ |
| Compute Profit or Loss | 17 | Revenue from Phone Sales | \$5 x line 11 | \$ | \$ | \$ | \$ | \$ | \$ |
| | 18 | Total Penalty Cost | Line 15 + Line 16 | \$ | \$ | \$ | \$ | \$ | \$ |
| End Accounting | 19 | Ending Cash Balance | Line 1 - Line 7 + Line 17 - Line 18 | \$ | \$ | \$ | \$ | \$ | \$ |

Team Score Card

| Team Name | Week 1 Cash Balance | Week 2 Cash Balance | Week 3 Cash Balance | Week 4 Cash Balance | Week 5 Cash Balance | Week 6 Cash Balance |
|-----------|------------------------|------------------------|------------------------|------------------------|------------------------|------------------------|
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Supplier Order Form

Team Name

Supplier

Order Qty

Price / Unit

Total Cost

Order Week

Delivery Week

Place Cell
Phones Here

Supplier Order Form

Team Name

Supplier

Order Qty

Price / Unit

Total Cost

Order Week

Delivery Week

Place Cell
Phones Here

Supplier Order Form

Team Name

Supplier

Order Qty

Price / Unit

Total Cost

Order Week

Delivery Week

Place Cell
Phones Here

Supplier Order Form

Team Name

Supplier

Order Qty

Price / Unit

Total Cost

Order Week

Delivery Week

Place Cell
Phones Here