

# 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

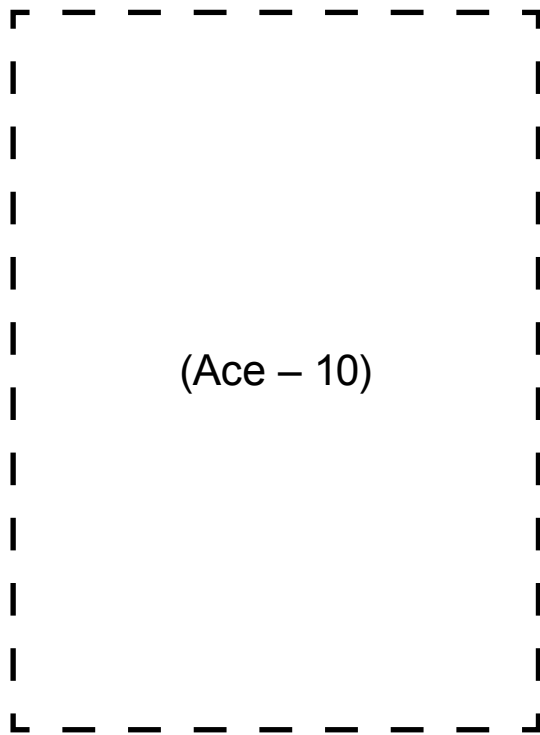
Price = \$1/unit

Lead Time = 2 weeks

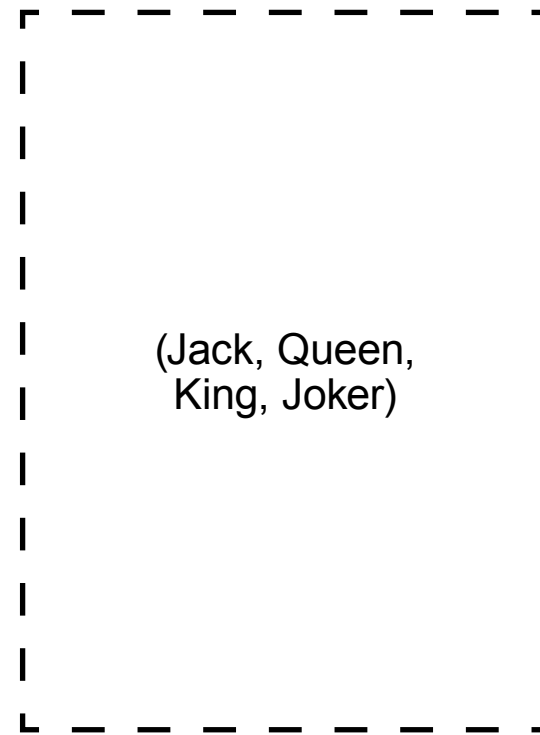
Minimum Qty = 10

# 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



### 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