



Enterprise Resource Planning (ERP) / Electronic Data Interchange (EDI)  
 Supply Chain Vendor Compliance  
 Internal Controls / Fraud Detection & Reduction  
 Business Analysis / Data Analysis / Systems Analysis

Since January 1996

***Abusive vendor compliance programs are affecting retail store success – here's how.***

Between my books, speaking engagements, and writing assignments, my international presence just keeps growing.

Just last month in March, my 6,700 word, peer-reviewed, statistics-support article "How abusive vendor compliance programs are affecting retail store success" was published in Volume 1 Number 3 of the Journal of Supply Chain Management, Logistics, and Procurement by Henry Stewart Publications.

I have written about how vendor compliance is an overlooked opportunity by retail executives to save their stores from being shuttered. I outlined and then provided detail in my book as to how poorly implemented vendor compliance programs cause disruption, inhibit innovative products from reaching consumers, turn competitors into commoditized businesses, increase costs, and alienate supply chain vendor partners.

And now supported industry statistics from leading supply chain magazines, research organizations, and university studies, I examine how the retail industry is in a state of paralysis when it comes to its own supply chain execution. Despite its own self-serving supply chain accolades, the retail industry's relationship with its vendors is pitifully poor and is a root cause problem for its woes.

For an industry that seeks the most advanced artificial intelligence and data analytics to use to engage its customers, it is still relying upon 40-year-old technology for its vendor engagement supply chain in barcodes and Electronic Data Interchange (EDI). Draconian vendor compliance programs are so muddled, muddled, and in some cases questionably legal that it is hardly any wonder why vendors have no retailer loyalty and are engaging the Internet to go direct to consumer, bypassing retailers all together.

From removing the reasons to enter a store to failing to understand that omnichannel is about shopping, not shipping, so don't blame your vendors for your own flawed siloed business models, retail executives continue to point the finger of blame in the wrong direction for supply chain disruption, and now it is snapping back hard.

My message to retailers is: You can and need to do better, now.

I have been deeply engaged in the technical and operational aspects of supply chain vendor compliance since 1993. I authored the first and exclusive book on the topic – "Successful Supply Chain Vendor Compliance" – in December 2015. And I am now honored to be recognized by my peers in being published in such a prestigious journal with an editorial board comprised of professionals from recognized global corporations.

For those of you who wish to subscribe and receive a copy, please go to:

<https://www.henrystewartpublications.com/jscm>

I have a few article reprints that I would be happy to mail out within the United States. (If outside the US, I can send via UPS or FedEx if you provide me your account number.) If you are interested, please contact me with your mailing information.

Thanks for reading.

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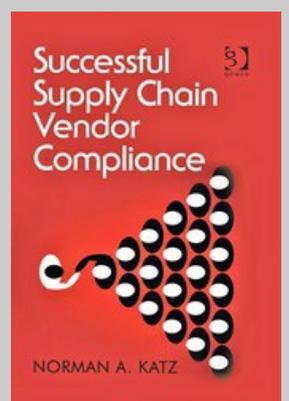
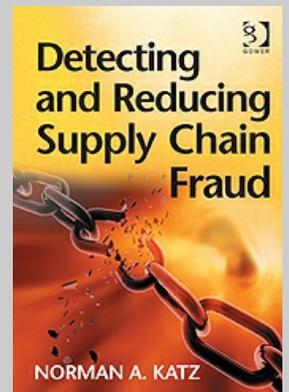


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