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MECHANISMS OF INNOVATIVE LOGISTIC ACTIVITY IN THE CORPORATE SPHERE

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Intra-company logistics is the reserve for improving the organization efficiency. Established and built business processes, mechanisms for responding to external challenges and risks, allow the organization to be competitive in the changing business environment. An innovative component competently built into the system of existing realities gives an economic effect in the medium term.

Keywords: logistics, innovative mechanisms, internal reserves, business processes, risk

Introduction

Innovative mechanisms of internal logistics are built in the context of the organization's business processes. Entrepreneurship faces challenges of automation, globalization and protectionism of state and corporate structures. These challenges are on the agenda of both medium and small businesses. The dominant position of state, banking structures and representatives of large business has developed historically.

Cooperation and integration become relevant, but not in the traditional sense. Enterprises cooperate on selected aspects of activity. For example, the supply of raw materials about a major supplier abroad, for the removal of small wholesale representatives from the supply chain.

By purchasing directly from the manufacturer, a single database is formed and the possibility of deliveries is distributed according to storage periods and locations, volumes,

and a single trading platform is being formed. Automation capabilities allow you to track movements and residues in a single key. At the same time, unification of the product is achieved and its further passage in the sales chain can be prescribed by uniform standards, which makes the integration and subsequent implementation opportunities easier.

At the same time, the cost of delivery is reduced, and this is a minimum of 30 percent savings. Competing in the fight for the buyer, entrepreneurs are joining together to reduce costs. A number of costs are excluded from the supply chain along with insufficiently qualified intermediaries.

Main focus of the study

Building in-house algorithms for working with clients is an important component. On its basis, internal regulations are built and a guiding form is developed. The standardization and unification of regulations is necessary for the effective competitive activity of the organization.

ARRIVAL ORDER

Input information.

All methods described above are used. Fixation takes place with the help of systems integration sources. The defining moment is the primary source of the passage of the potential buyer in real.

1. We make clarifications if required related to the product range, quality, position in the finished goods warehouse and in production.

2. We determine the method and terms of payment (cashless / cash, postpay / prepayment). Discounts and possible promotions. Specification of installment payment. Warranty letters. The transport company and the possibility of pickup are determined. The term for fulfillment of obligations is specified.

3. We make an order in the accounting database.

4. We transfer the order to the warehouse.

Checking the delivery contract

In case of his absence, sending 2 copies with signature and stamps. If available, but without the client's signature, remind you to send the signed contract.

Order Security Monitoring

If the order availability is delayed, settle this with the client.

Order payment control

If the order is completed, but not yet paid, notify the client. The order is complete. Order paid and staffed. Documents for cargo. Consignee, payer data Shipment documents

SHIPPING

Receipt of a signed consignment note.

If the client did not send the signed implementation, please send the scanned document. Enter the data in the weekly sales report. Sort into folders. Quality control. 3 days after the estimated arrival of the goods, call the customer and get feedback on our work and product

TRANSITION TO NEW SALE

The standardization of each element and the identification of those responsible for each stage is necessary in order to control and comply with all regulations of the operation. A clear understanding is needed at what stage disruption is possible and what assessment criteria are possible. Stimulation of the sales department is possible when forming uniform standardized and regulated criteria with a single form of control and the need to involve all sites in obtaining a common result.

Automation and tracking is not possible without modern innovative information processing systems embedded in a single mechanism. The regulations may be submitted in accounting form:

1. The client showed interest in the company or we found a client.

2. The draft basic contract is sent for consideration and signing by the counterparty.

3. In case of disagreement with the clauses of the contract, negotiations are held with a view to agreeing a protocol of disagreements.

4. In the contract, we determine the system of work with the client: the method and procedure for payment, the method of delivery, the system for submitting orders.

5. The counterparty is entered into the accounting system.

6. After signing the contract, receipt of the order. The receipt of the order may be accompanied by a specification for shipment, in which the assortment, price, production time of the product, and delivery conditions will be written.

7. The order is entered into the accounting system and transferred to production.

8. An order may have a number of restrictions such as the minimum order amount, delivery quantum / manufacture of each item.

9. The order determines the launch date and the estimated date of manufacture of the order.

10. The necessary resources for the manufacture of the order are determined by the balances transferred in the warehouse or the procurement of components takes place, which also affects the time for the manufacture of the order.

11. In the case of a prepaid payment system, upon receipt of the order, an invoice is issued for payment. Usually, after receipt of funds in the account of the supplier of the order is launched into production.

12. In case of a postpaid billing system, the due date for the order is specified in the specification or contract.

13. When pickup after the order is ready, information about preparation for shipment is communicated to the buyer. The representative of the buyer arrives at the designated temporary gate with a power of attorney from the buyer to receive the goods and the availability of authority to receive goods by quantity.

14. The quality of the goods can usually be checked either within a few days after delivery to the client’s location, or during the entire expiration date (also described in the contract).

15. Delivery of goods:

- after making the order, the products are delivered to the client at the specified place and time;
- delivery is carried out in accordance with the norms of storage of goods by a specialized vehicle, if necessary;
- delivery is accompanied by documents;

- delivery is carried out by the representative of the supplier;
- a representative is present at the time of acceptance of the goods and has the right to sign in the Act of Discrepancy;
- in case of discrepancy in quality or quantity, an Act on discrepancy in quality is drawn up;
- in case of discrepancies on the invoice, an adjustment is made to this act; • Corrected invoices are transferred to the buyer.

Payment is made at the amount indicated in the amended documents. These algorithms are integrated through existing accounting systems. The standardization of sales regulations provides for a phased development based on the unity and integrity of approaches. Entrepreneurial logistics activity is based on the principles of implementing an integrated approach system in managing financial production, traffic flows, human and time factors.

Logistic activity in the field of application is universal for all types of industries, developed in the provision of services, in retail and wholesale. Types of logistic risks directly related to business activities.

First of all, this is a commercial risk, the basis of which is the loss that occurs due to non-compliance with the deadline for payment and delivery of goods, raw materials, materials, non-compliance with the quality standards of products and the release of defects, changes in market demand, which entails losses associated with assortment list, etc.

The risk associated with the transportation and transportation of goods due to accidents, non-compliance with the rules of transportation, as well as the risk associated with malfunctioning of machinery and equipment, transport and which entails a violation of the delivery time.

The risks of loss of property from the actions of intruders or accidental loss of property are the least predictable, but from the point of view of insurance are manageable. Separately, it is worth highlighting the environmental risk, the consequences of which are not always obvious and have a long-term nature.

Depending on their belonging to certain types of flows and inventory categories as basic categories, they classify logistics risks by flows: material, informational, financial, industrial, innovative.

At the enterprises there is a generation of internal sweats that affect the external environment. External factors, in turn, exert significant pressure on financial and economic activities and are reflected in its effectiveness. It is important to structure the existing risks and understand that different conditions are superimposed on each other and this layering effect leads to irreversible consequences, which is expressed in terms of value and also manifests itself as an information component of managerial decision making.

Conclusions

The division into innovation, infrastructure and production in research on the management of logistics systems is justified primarily on the basis of the variety and variety of customer satisfaction and the provision of existing basic conditions and can be expressed in the management of business activities on production, financial and investment. Logistic risk management algorithm:

Risk determination -> Assessment and analysis -> Selection of management methods and techniques -> Elimination (prevention) -> Financing -> Monitoring and evaluation of results.

In the process of logistic risk management, at each stage interconnected actions arise, which entails a departure from the clear boundaries of each stage.

All stages are interconnected and interdependent from each other, which is expressed in an increase in the occurrence of potential logistic risk.

To minimize risks, it is necessary to build a clear system of criteria and indicators for determining adverse events, therefore the first stage of the algorithm is the most important from the point of view of the entire mechanism of the enterprise. There are two options for reducing logistics risks, insurance directly and preventing their occurrence by building a competent logistics system based on the principles of an optimal stock of finished products and materials in warehouses, speeding up turnover, supporting deliveries from application to application and other effective logistics methods.

Minimization of risks arising in the logistics system is based on a number of measures, such as qualitative and quantitative methods of risk analysis and assessment. The main task of a qualitative risk analysis of a commercial enterprise is to determine the external and internal factors of its occurrence and identification of all possible types of risk in basic and non-standard business situations. Quantitative analysis involves the determination of numerical values for certain types of enterprise risk. Since risk is a probable category, in this sense it is most reasonable from a scientific point of view to characterize and measure it as the probability of a certain level of losses occurring.

Thus, with a comprehensive risk assessment, it is necessary to establish the appropriate probability of losses for each link in the logistics system. Timely and complete accounting of logistic risks allows not only to save financial and production resources, but also to significantly increase the efficiency of the entire financial and economic sector, which, in the face of fierce competition and economic instability, is an important reserve for the sustainable development of a commercial enterprise.

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