

# Preface to the Second Edition

Five years have passed since the original version of my dissertation was submitted to the Darmstadt University of Technology and published in the “Lecture Notes in Economics and Mathematical Systems” at Springer. Over these years, the practices of Supply Chain Management and the use of Advanced Planning Systems became more white-spread and applied in many companies. Personally, I have witnessed this development, and supported it to a little extent, with my own work - in management consulting for four years, and since a year at an industrial goods company.

Despite the increasing use of Advanced Planning, the interface to independent supply chain partners (suppliers and customers) still remains a major challenge in the practice of supply chain integration. Many companies exchange an increasing amount of supply chain information with their business partners, but still are far from applying a structured Collaborative Planning process. In the supply chain I deal with, we e.g. share forecasts with key customers and suppliers on a weekly or monthly basis, and at times “negotiate” changes to a partners’ forecast. However, this happens without much decision support or a formalized process.

Thus, Collaborative Planning remains a topic, which needs to be further explored, in practice as well as in academics. I am therefore proud and very thankful for the chance to publish a second, revised edition of my original work, which tries to incorporate some of the developments of the last years.

But what exactly does the new edition bring about to you, the reader? In summary, the new edition is hoped to be a source on Collaborative Planning, which is on the one hand up-to-date in terms of literature and references, and on the other hand more readable and easier to understand. There are three major types of updates to the original text:

- Literature references are updated and references to new, interesting publications are added. This applies especially to chapters 2 (Overview of Supply Chain Management and Collaborative Planning) and 3 (Modeling Framework and Relevant Literature).
- Secondly, the complete text is reworked in order to make it more digestible. To achieve this, some parts of the text were restructured (e.g. section 3.3) and others shortened (e.g. various sections of chapter 4). Across the whole text, the language was simplified where possible and unnecessarily long explanations shortened.
- Finally, a list of “key points” was added at the beginning of each chapter, which shows the key messages that are conveyed in the subsequent sections. Also, selected references are given at the end of each chapter for interested readers.

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Gregor Dudek



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Dudek, G.

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