

RIALTO

Global Supply Chain Challenge



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Rialto is a multiplayer business game based on Supply Chain dynamics. The participant is asked to manage a productive plant, cooperating with his team mates, competing with other teams. The team have to manage the most important management aspects of the company, from procurement to operations, from logistics to distribution and sales&marketing, allocating financial resources an evaluating performances on a multi level and multi parameters dashboard.

Topic

— Supply Chain Management

Author

— Giuseppe Stabilini
— Marco Bettucci
— Silvia Zamboni
— Marco Morelli





Info

Topic

Supply Chain
Management

Author

Giuseppe Stabilini
Marco Bettucci
Silvia Zamboni
Marco Morelli

Knowledge Group

Operations
& Technology
Management (OTM)

Language

English

Duration of use

2 day

Objectives & Learning Goals

- **Develop** a comprehensive analysis of the competitive scenario, both in terms of market and company's characteristics
- **Experience** the impact of different supply chain decisions and roles on companies results
- **Define** a complete supply chain strategy and evaluate the consistency with the competitive environment
- **Develop** a multi-level and multi-parameter dashboard to control decisions and performance





RIALTO

Welcome LEARNING LAB, CEO of S2 Napoli | Current match is Test, Supplier | Current month is 8 | Current week is 29 | Confirm Round

YOUR MISSION: INCOME STATEMENT

RESULTS

	LAST MONTH	QUARTER 1	QUARTER 2	QUARTER 3	QUARTER 4	YEAR TO DATE
Revenues	€ 1,039,760	€ 2,750,520	€ 2,402,120	€ 0.00	€ 0.00	€ 6,192,400
COGS Standard	€ (696,838)	€ (1,632,960)	€ (1,587,808)	€ 0.00	€ 0.00	€ (3,917,606)
External Manufacturing services	€ 0.00	€ 0.00	€ 0.00	€ 0.00	€ 0.00	€ 0.00
Gross Margin	€ 342,922	€ 1,117,560	€ 814,312	€ 0.00	€ 0.00	€ 2,274,794
Underwriting agency	€ (121,149)	€ (395,409)	€ (455,171)	€ 0.00	€ 0.00	€ (971,729)
Gross Profit	€ 221,773	€ 718,151	€ 359,141	€ 0.00	€ 0.00	€ 1,299,065
Sales Costs	€ 0.00	€ 0.00	€ 0.00	€ 0.00	€ 0.00	€ 0.00
Sales dept.	€ (91,988)	€ (257,526)	€ (240,196)	€ 0.00	€ 0.00	€ (589,620)
Advertising	€ 0.00	€ 0.00	€ 0.00	€ 0.00	€ 0.00	€ 0.00
Office dept admin	€ (28,000)	€ (84,000)	€ (84,000)	€ 0.00	€ 0.00	€ (196,000)
Other operative expenses	€ 0.00	€ 0.00	€ 0.00	€ 0.00	€ 0.00	€ 0.00
Depreciation (buildings)	€ (40,000)	€ (120,000)	€ (120,000)	€ 0.00	€ 0.00	€ (280,000)
Office dept admin	€ (28,000)	€ (84,000)	€ (84,000)	€ 0.00	€ 0.00	€ (196,000)
Other operative expenses	€ 0.00	€ 0.00	€ 0.00	€ 0.00	€ 0.00	€ 0.00
Depreciation (buildings)	€ (40,000)	€ (120,000)	€ (120,000)	€ 0.00	€ 0.00	€ (280,000)
Other income	€ 0.00	€ 0.00	€ 0.00	€ 0.00	€ 0.00	€ 0.00
Other expenses	€ 0.00	€ 0.00	€ 0.00	€ 0.00	€ 0.00	€ 0.00
EBIT	€ 61,785	€ 256,625	€ (84,960)	€ 0.00	€ 0.00	€ 233,445
Financial Income (tax free)	€ 0.00	€ 0.00	€ 0.00	€ 0.00	€ 0.00	€ 0.00
Financial Income	€ 0.00	€ 0.00	€ 0.00	€ 0.00	€ 0.00	€ 0.00



How Rialto works ...

- **First Phase:** participants play as auditors on already played games and elaborate reports on operative and financial performances, criticalities and factors influencing the strategies.
- **Second Phase.** Each participant plays a chief officer role and together with the management team runs for 1 year a global company producing and distributing sports articles.

S/he has to manage all aspects from demand forecast to demand fulfillment, distribution and operations.

- **Winner:** all market competitors do the same and only the company that defined and implemented the right strategy wins the competition.
- **Debrief:** this is the key part of the game where all participants, under SDA Bocconi's professors guidance, analyze the performance reports to assess their results, achievements and common mistakes.

As a result of this phase SDA Bocconi professors will award the best performing team and the best role played



With Rialto you can develop:

- Complexity management
- Alternatives selection
- Uncertainty management
- High risk consequences evaluation
- Interpersonal issue management
- Team decisions under temporal stress

And you can also:

- Have a **complete view** of the relation between supply chain decisions and company' results
- **Experience** the complexity of **functional decisions** versus process decisions
- **Face competition** among different firms and players
- Have a complete **experience on short and long term decisions** in supply chain management

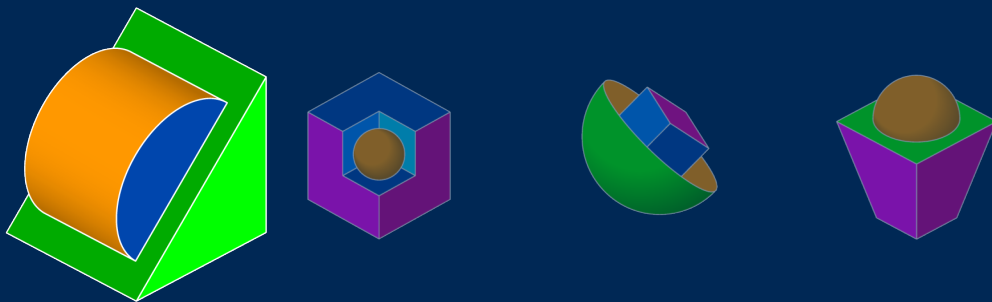
RIALTO user Interface



What is

Riando





LEARNING LAB

TEACHING AND LEARNING EMPOWERMENT

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