## THE NEAR BEER GAME

1) How does it work.

**Introduction :**
At the beginning of the simulation your supply chain is in perfect equilibrium. Customers are ordering ten cases of beer each week. You have ten cases in inventory, ten cases are brewing and ten cases worth of raw materials are arriving from your vendors. In week two, demand increases to fifteen cases per week and remains at fifteen cases for the remainder of the simulation. The game ends when you manage to get your supply chain back in equilibrium for fifteen cases of beer.

Unlike the real world, you have perfect information about your customer demand. You know with certainty that they are going to increase their demand to 15 cases of beer in week 2 and continue to order 15 cases of beer for the rest of the year.

**How to play :**
The game begins in equilibrium. Customers are ordering 10 cases of beer and you have 10 cases of inventory each week.

The game is simple : in week 2, your customers increase their orders from 10 cases of beer to 15 cases of beer. That's it !

**Your objective :**
Return the system to equilibrium, so that 15 cases of beer are available in finished goods inventory week after week. You have 50 weeks to accomplish this objective. Accomplishing this is much harder than it might initially seem.

**Set difficulty level :**
    **Novice mode :**
Customers will patiently wait until you have enough beer to meet their demand.

    **Expert mode :**
Customers will get frustrated and leave if you don't have enough beer to meet their demand and could probably
    a) reduce their order (5 cases)
    b) cancel their order.

*Frédéric Gauthier*

2) suggested chart :

| New orders From customers | + | Cumulative Unfilled orders | = | Total orders From customers |

*New orders from Customers this week*

*All the orders that you haven't been able to fill in past weeks*

| New unfilled orders | Shipment customer |

*New orders – finished goods inventory*

*We'll ship total customer orders, if we have enough finished goods inventory*

| Raw material orders | → | In transit from vendors | → | Work in process (brewing) | → | finished goods inventory |

*It takes one week to order the yeast and hops*

*It takes one week for vendors to deliver ingredients after they get your order*

*It takes one week to brew the beer after you get material from your vendors*

*This is what is available to ship to your customers*

1 week

*Frédéric Gauthier*