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Original Articles

Combining make-to-order and make-to-stock inventory policies: an empirical application to a manufacturing SME

Marco Perona, Nicola Saccani 🔀 & Simone Zanoni

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(SMEs). Different product characteristics are analysed in order to develop a framework

for choosing the most suitable decoupling point and replenishment policy (such as economic order quantity, EOQ) and for determining the parameters of the chosen policy (such as lot size). The simplicity of the procedure together with the positive results achieved in this first case study implementation suggest that the new framework has the potential to improve the inventory policies adopted by SMEs in a MTO-MTS context and should be refined and developed through further case study research.

Q Keywords: make-to-order make-to-stock small and medium sized enterprises implementation case study

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