

*Dilbar Bayzakova - Senior lecturer
Jizzakh polytechnic institute, Uzbekistan*

SUPPLY CHAIN BUSINESS PROCESSES IN THE EXAMPLE OF BUSINESS INCUBATORS

Abstract Business incubators work in the development of small companies, manifesting themselves through the well-known poles or industrial parks, management and innovation centers, technological parks, etc. As a result of the research, the absence and ignorance, in the vast majority, of the application of these processes was observed.

Keywords: Business incubators, Supply chain, Business processes.

Introduction While many companies are looking for alternatives to be competitive in the market, many others appear to intensify this dispute even more. Many factors influence these companies, among them the speed of change, technological innovations, economic moments characterizing crises and post-crises, and many others. This move can help or even affect companies. In this case, the most prepared can overcome adversity. Consequently, it can be said that those that manage to combine this preparation with technological innovation are more able to stand out or remain in the market. In turn, the accentuated process of globalization of the economy in the last decades, inserted a large part of Uzbekistan companies in the reality of competition on a global scale, especially of the so-called world class manufacturing. Thus, what really matters is how a market with a growing set of requirements is served with products and/or services. Also, in some industrial sectors, the globalization process significantly expanded the product offer, increasing the pressure to reduce prices and/or generating idle productive capacity. In this scenario, one of the competencies that has stood out the most in organizations is supply chain

management (SCM - Supply Chain Management). In this management, the mastery of its business processes - disseminated by the studies of Lambert- is characterized as a potential tool for the construction of competitive advantages. Also, a movement perceived in some societies to encourage competitiveness and technological innovation has been the creation of development poles, and in this line, the so-called Business Incubators (BI) stand out as an alternative for preparing entrepreneurs to learn how to drive technological innovation and your business in a business environment marked by competition. The entrepreneur seeks the BI to discuss the feasibility of his business plan, or his ideas, what technological innovation is in the market and everything that concerns the financial, capital and resources to start a project. This business plan will be evaluated by the BI management council, composed of representatives from each partner entity of the project, that is, by the entities that directly invest resources in the BI. Consequently, the study, by evaluating how these processes are or are not adopted by the companies participating in the BI, can contribute to the agents and bodies that operate this model of development agency. Also, it is important to highlight that there are few studies that link SC management with BI, and neglecting the importance of SC business processes in the development of a new business does not seem to be compatible with the intention to be competitive.

Methodology The research will have an essentially exploratory approach. Exploratory research is carried out on a research problem or question when there is little or no previous study on the topic. According to these authors, the typical technique used in exploratory research is case studies, observation and historical analysis that can provide quantitative and qualitative data. The method for exploratory research is generally open and focuses on gathering a wide range of data and impressions. Therefore, the methodology adopted for this work is the study of a practical case.

In short, the moment was opportune to research the topic, and the relationship of the authors with the companies, for years, facilitated contacts, data collection and information. - Data collection, information and registration: it was carried out through interviews (guided by semi-structured questionnaires) and direct observations, transcribed by the authors during the research, with the BI and the 11 companies involved and their professionals.

The BI manager and all the entrepreneurs responsible for the companies participated directly in the research. Other professionals were consulted, observed, for being related to the operation of the companies, helping to highlight some actions and practices related to the theme. The method of conducting the questionnaire is described in the chapter regarding field research.

Bibliographic review The intention of this review is to establish an understanding of the two main variables that conduct this research: Business processes in supply chains and business incubators. In a first step it is discussed about business processes in the supply chain, also called as component processes of the supply chain. In the second part, the vision about business incubator (BI) and its main characteristics is presented.

With the intention of understanding the supply chain business processes, identified by the Global Supply Chain Forum, almost 20 years ago, through the work of prof. Douglas M. Lambert (Lambert, 2010) carried out at Ohio State University, will briefly address the concept of SC and then the business processes discussed by the author. Supply Chain As put by Vivaldini and Pires (2010) in a simplified way, a Supply Chain can be defined as the processes involving suppliers-customers linking companies from the initial source of raw material to the point of consumption of the finished product. In turn, Christopher (1997) defines a supply chain as a set of organizations that are involved through the connections downstream (downstream) and upstream (upstream) in the different processes and activities that produce value in the form of released products and services. to the final consumer. For the Supply-Chain Council, a

supply chain covers all the efforts involved in the production and release of a final product, from the supplier's first supplier to the customer's last customer. For this entity, four basic processes define these efforts, which are Planning (Plan), Supply (Source), Making (Make) and Delivering (Delivery). The entity also works with a reverse process called Returns. As practically all definitions on the subject are convergent, in general terms a set of companies that are effectively responsible for obtaining, producing and releasing a certain product and / or service to the final customer can be considered as a supply chain.

Conclusion Companies that are approved to settle in business incubators generally have an idea that is transformed into a project, but they have little financial resources and a low degree of information about administrative, accounting, and operational processes. These deficiencies are related to the main factor of existence of companies that is their product. In order to develop it and keep it on the market, in a competitive environment, it is important for its professionals and entrepreneurs to know the best practices in management, and especially the management of their supply chain, where the business processes presented by Lambert relate to the entire administrative and operational structure of a company, be it large or small. Based on the authors' observations, there was no visualization of training actions for BI administrators in processes related to supply chain management, focusing directly on business processes. It is also concluded that companies end up developing certain mechanisms to identify or solve problems related to their logistics and SC, such as, for example, in the distribution of their products and in the control of stock of raw materials, however they do so in a intuitive without knowledge or preparation for better solutions. Thus, the intention would be, since its acceptance, to identify its deficiencies in relation to this topic, and to be able to improve them in the course of the consultancy.

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