

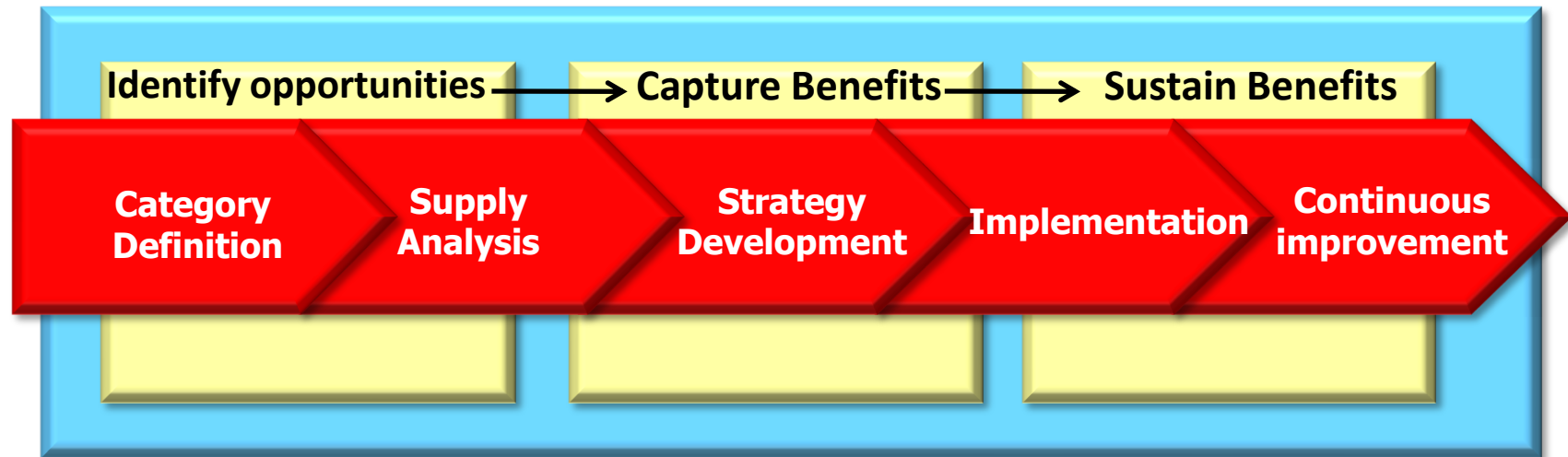
# The Program

---

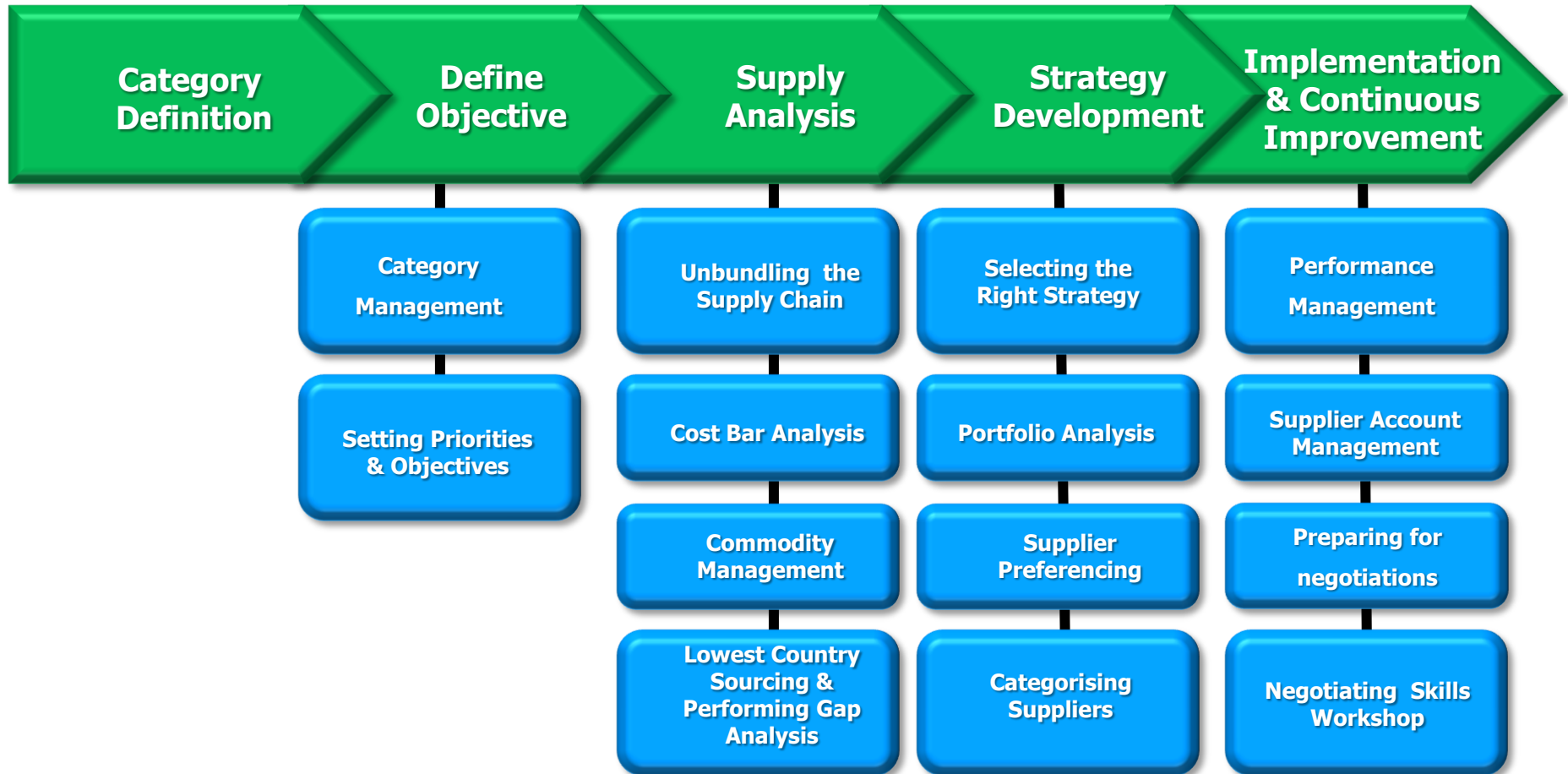
The course breaks down the Procurement Process into 5 Steps



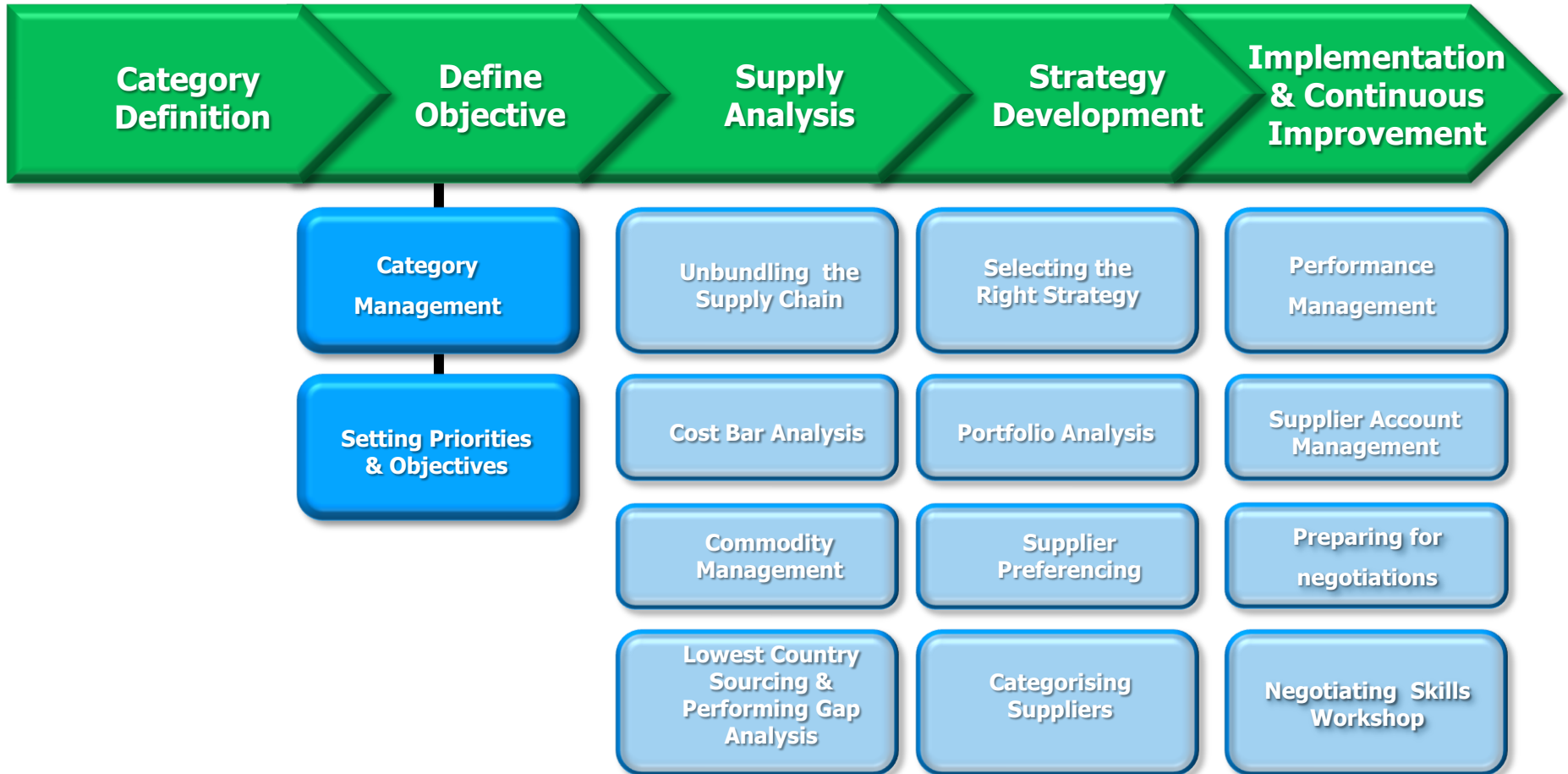
The course breaks down the Procurement Process into 5 Steps



A course designed over 3 days



With a combination of lectures, exercises, case studies and case plays



## **Business Issue:**

To ensure the resources deployed are consistent with the project importance, through gathering and segregating data using 80:20 principles, delivering the maximum impact to the business.

## **Module and Learning Objective:**

Learn how to segregate expenditure / spend into specific categories allowing greater visibility.

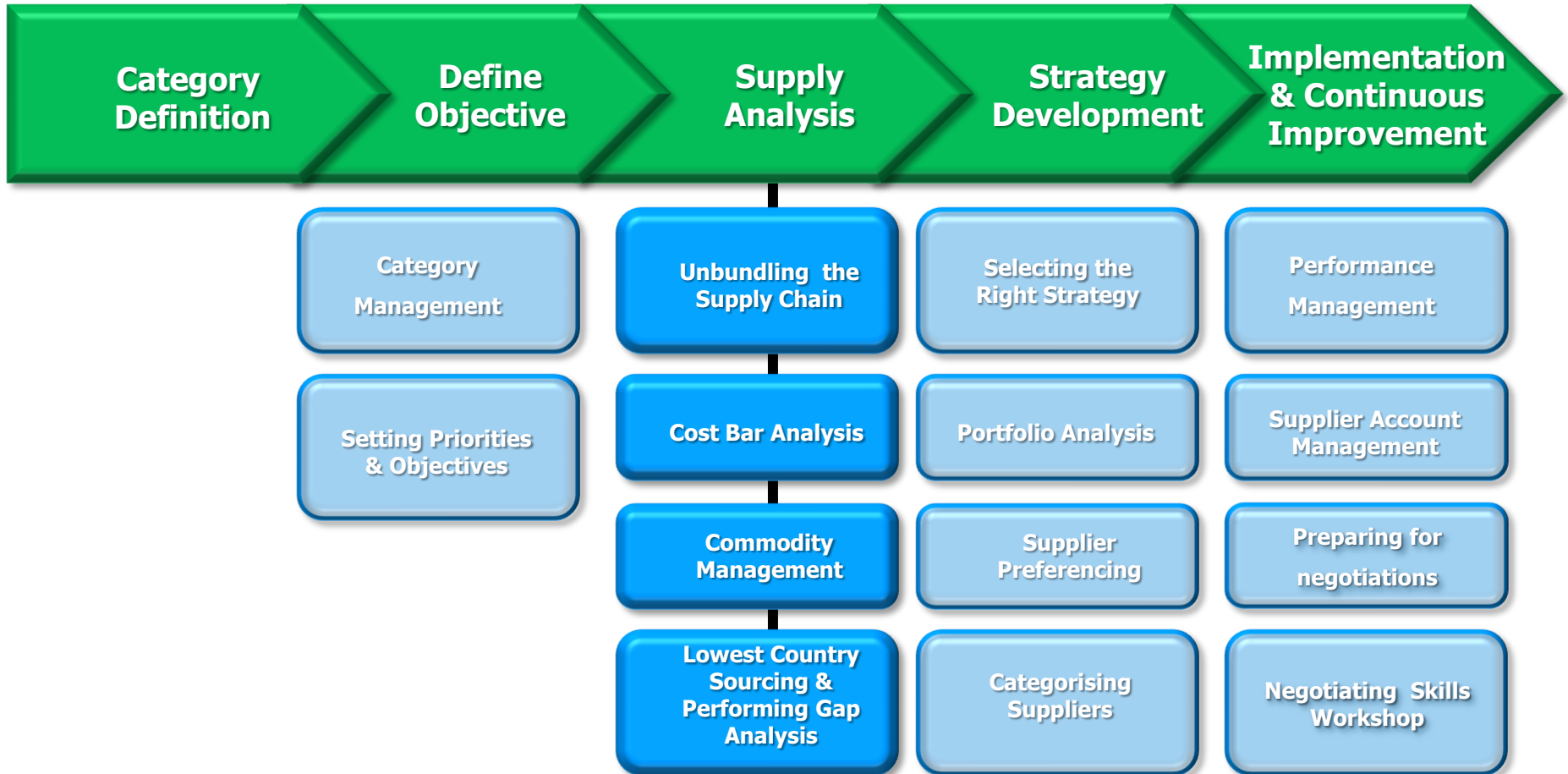
Learn how to spot high value projects and rank your priorities in a simple tool. Establish time lines.

Understand the risks and opportunities involved.

## **What business behaviours are we trying to change:**

Ability to think into the future, not just managing the present.

Through using simple tools and the category management system, provide the ability for SCM personnel to plan more effectively and convert more of the high value projects.



## **Business Issue:**

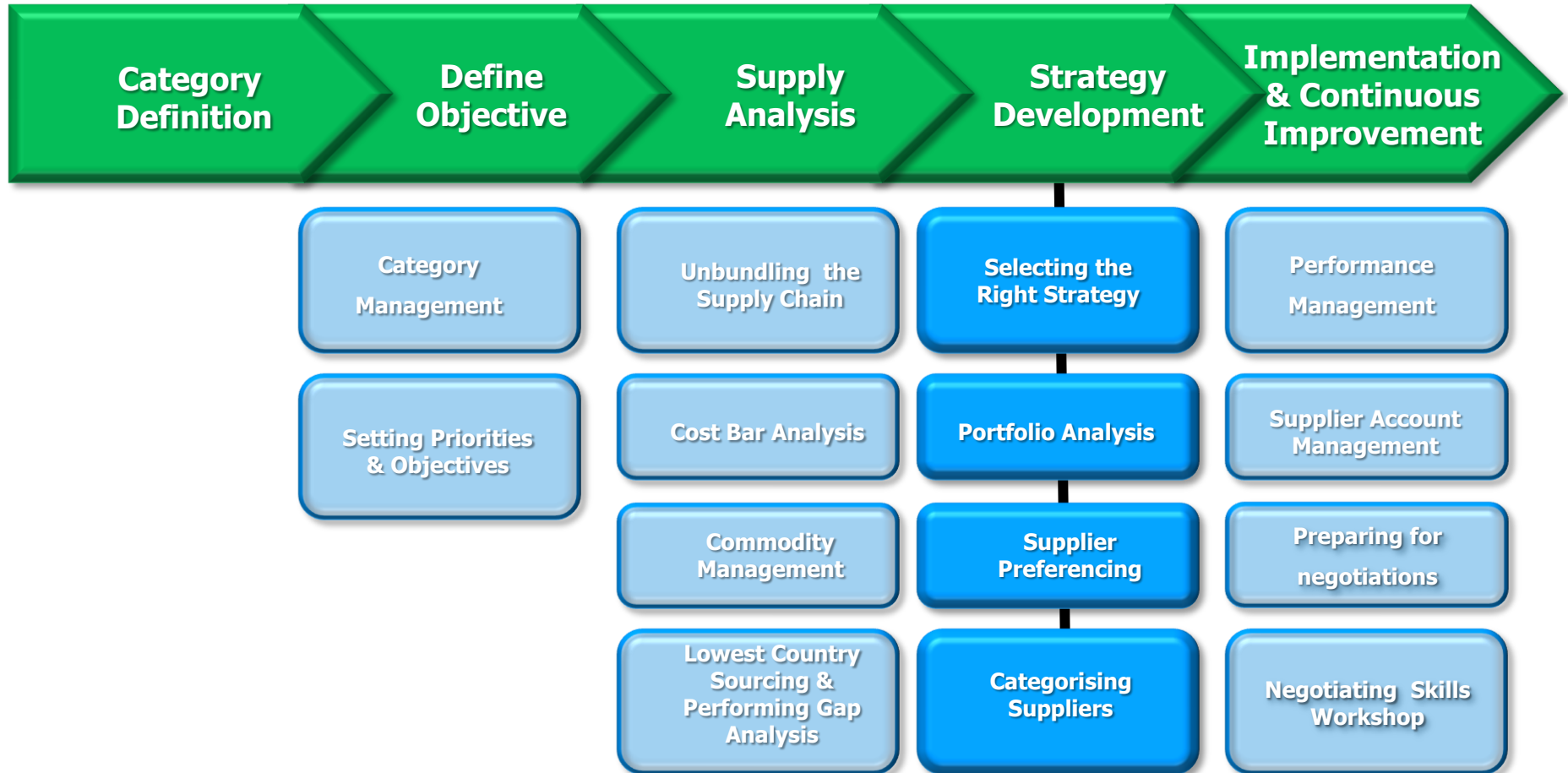
The ability to define the most efficient supply chain arrangement to a given organisation. Separate price from cost. Understand through different techniques what drives a suppliers cost and how that translates into price.

## **Module and Learning Objective:**

Learn how to breakdown the supply chain into its component parts. Understand how to the define key cost drivers. Learn how to build cost bars and what information they are telling you and identify where the opportunities lie. Learn about key commodities and how they impact the final cost. Learn how to read commodities by understanding the fundamentals. Learn how to build a supply strategy.

## **What behaviours are we trying to change:**

To take a more disciplined and analytical approach, to specifically target and focus on where the opportunities lie. Have the ability to have more than one approach by generating options and be focussed on total cost. Think more strategically and 3 dimensionally to solve issues.





## **Business Issue:**

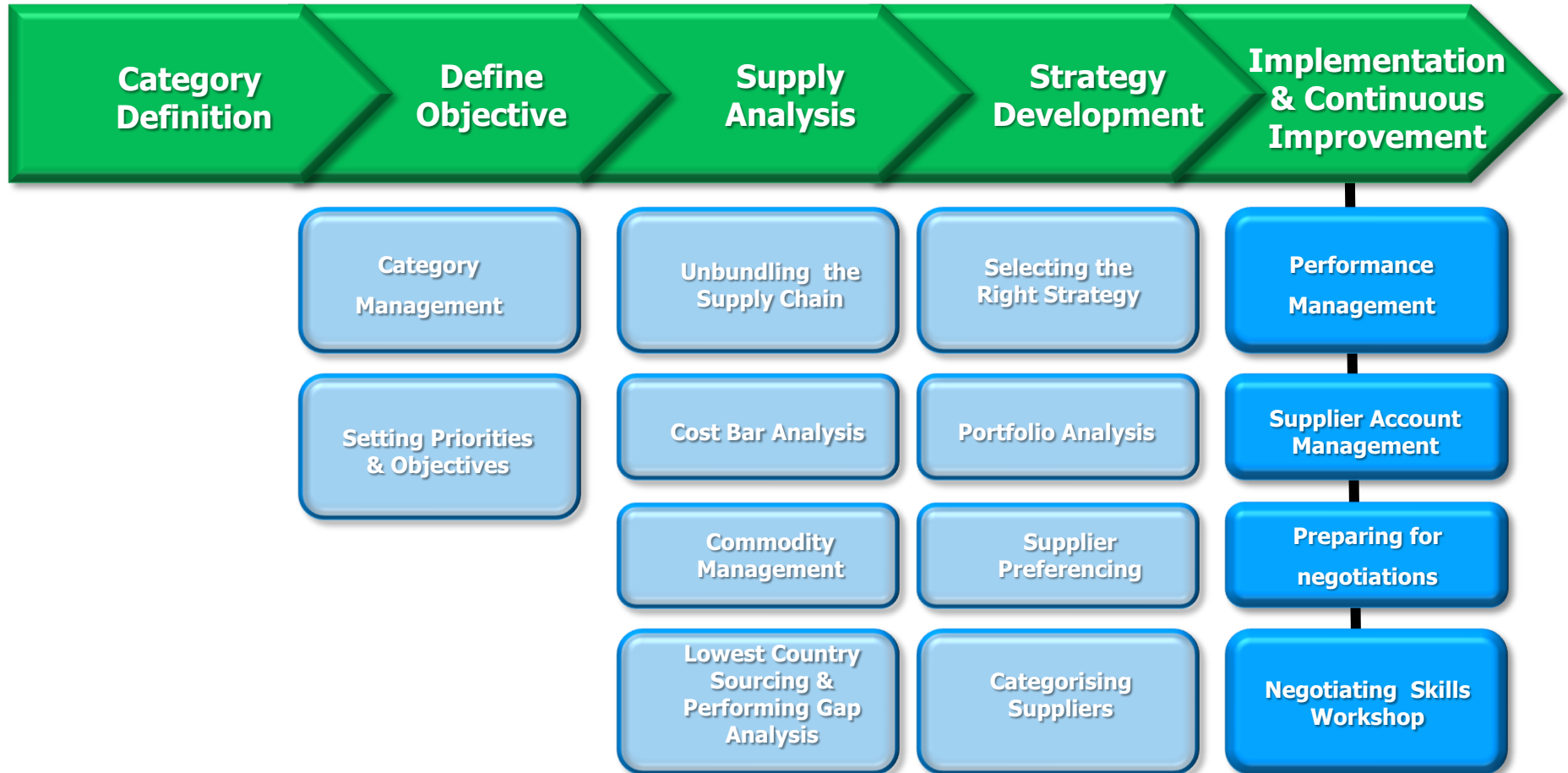
Understand how to develop sourcing plans for particular categories / suppliers. Understand the difference between short term plans and long term strategic objectives.  
Understand our strength / weakness within the market and how we can influence it.

## **Module and Learning Objective:**

Learn why it is important to select a disciplined and well performing supplier. Learn how to determine the appropriate number of suppliers. Learn how to determine the type of supplier relationship to employ and when.  
Learn to evaluate your position in the market and your importance to the supplier through the preferencing tool.

## **What behaviours are we trying to change:**

To adopt a structured approach when developing sourcing strategies. Understanding that these cannot be made in isolation, but regularly need cross functional cooperation.



## **Business Issue:**

To proactively manage supplier relationships resulting in enhanced supplier performance in accordance your organisations expectations.

To be able to gain the maximum benefit from supplier interactions / negotiations.

## **Module and Learning Objective:**

Learn why proactive performance management is essential to the success of our business.

Learn to prepare appropriately for meetings / negotiations. Through practical tools and the case play negotiations improve your negotiating style and techniques.

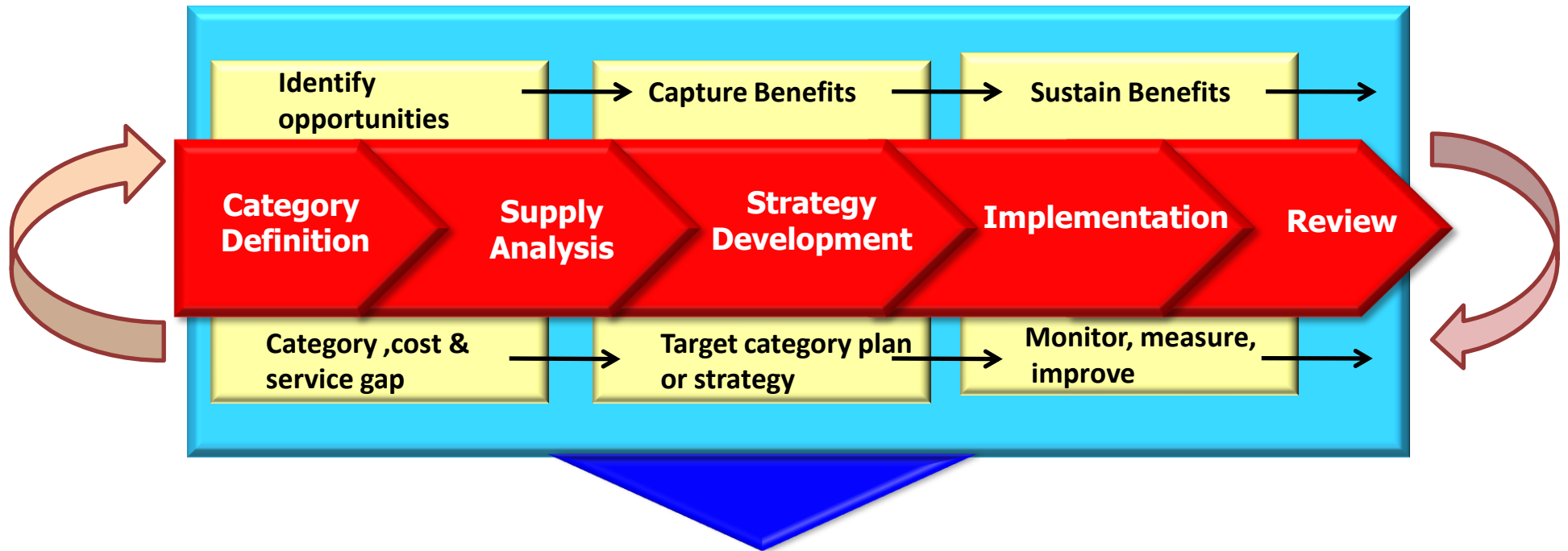
## **What behaviours are we trying to change:**

Looking to create an environment for proactive and open dialogue in a structured business review whilst working within the values of our business. A movement towards shared agendas and common objectives.

To prepare adequately for negotiations to give us that edge / advantage.

Adopt sound negotiating techniques to maximise our chance of success.

The results



Through adopting the tools and processes we implement a continuous cycle of identifying opportunities, capturing and sustaining benefits, whilst generating a performance culture throughout the integrated supply chain.