



Procurement Into The Future

The Interactive Supply Chain
and Procurement Training Programme

www.ancassociates.com

Procurement Into The Future is a cutting edge procurement course for professionals wishing to develop their skill set. We explore what roles a modern Procurement function should perform by using the **‘Procurement Big 5’**



Cost



Supply



Quality



Innovation



Business Enablers

As we work through the 5 steps of the Procurement Process

- Project Planning
- Data Gathering
- Strategy Development
- Implementation
- Continuous Improvement

Our aims and objectives are to:

- Develop people capability
- Strive for breakthrough thinking and results
- Provide simple, effective and transferrable tools
- Provide user friendly processes
- Sourcing functions to focus on both traditional and higher value activities
- Use both traditional and modern sourcing techniques
- Save money for your organisation

Our trainers explore each step, providing delegates with insights, industry examples, simple, practical, effective and everyday usable tools to enhance and develop the Procurement Professionals skill set and “Toolbox”.

Module and Learning Objectives:

Define 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.
- Understand the risks and opportunities involved.

Supply Analysis

- Learn how to breakdown the supply chain into its component parts.
- Understand how to 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.

Strategy Development

- Learn why it is important to select a disciplined and well performing supplier and appropriate number of suppliers.
- Using a simple tool build your category plan and supply strategy.
- 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.

Implementation

- 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 & techniques.

A&C Associates Clients:



Participants will be equipped to:

- Be aware and take a more disciplined and analytical approach to specifically target and focus on where the opportunities lie.
- Have the ability to use more than one approach and be focused on total cost.
- To adopt a structured approach when developing sourcing strategies, whilst understanding that these cannot be made in isolation, but regularly need cross functional cooperation.
- To prepare adequately for negotiations to give you that edge / advantage.
- Adopt sound negotiating techniques to improve your chance of success.
- Look to create an environment for proactive and open dialogue in a structured business review whilst working within the values of your business.
- A movement towards shared agendas & common objectives.

Who should attend:

Managers from all functions involved in the supply chain who are responsible and accountable for the effective management of an integrated supply chain.

The course structure:

Procurement into the Future is designed to be a multisensory learning experience. Within any one course we will use a mixture of lecture styles, concept development on flipcharts, breakouts and discussion groups, video training, case studies and case plays.

This mix is designed to ensure that we engage with all participants and learning styles. We are very used to delivering our training in locations around the world and are therefore able to change style, pace and emphasis to suit local culture.

Adding Value!

- Improves your functional skills
- Vehicle to reducing cost
- Provides effective tools and saves you time
- Simply transferable to the work place
- Sets you on a path to continuous improvement

Our Trainers

Andy Skowronski

Andy Skowronski the owner of A & C Associates has more than 25 years of experience in the food Service and Food Manufacturing Industry. Andy has worked for a number of Blue Chip companies, United Biscuits, PepsiCo Inc, Yum Brands International (KFC/Pizza Hut/ Taco Bell) and Krispy Kreme at board level. An internationalist who has spent 15 years of his career working abroad, in Poland, the Middle East and in the Far East and has extensive knowledge and connections in these arenas. Andy is an experienced Procurement Executive and Leadership Coach, and has been training senior executives for the past 17 years.

Nevil Tynemouth

Nevil Tynemouth owns and runs New Results Training – his work as a sales coach, trainer and consultant helps businesses increase their profitability through their sales activity. Nevil is a highly experienced coach and trainer, having worked within blue chip telecoms companies for 10 years and worked in sales, coaching and training across the whole of the UK for over 20 years. Having attained an Economics degree at UCNW, Nevil has built up a wealth of commercial and coaching experience and uses this in his day to day work to help businesses and individuals thrive.

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Participant Testimonials:

“This course would be a must for any professional procurement team wanting to move from purchasing into procurement. It is a step that we are seeking and this course provides some excellent tools, concepts and organisational tips that I will be taking on into 2011 and beyond.”

Henry Palau, Procurement Manager, McCormick Australia

“Loved the simplicity of the tools and associated practical exercises - a definite highlight.”

Peter Forbes, Regional Industrial Sales Manager, McCormick Foods, Australia, NZ and SE Asia.

“Many parts of the course were illustrated to me clearly, such as, Establishing Priorities, Cost Bar Analysis, Supplier Preferencing etc. We can now understand both ourselves and the suppliers perspective before coming to a negotiation session.”

Benjawan Prompichatrattana, Senior SCM Section Manager, YUM Restaurants International (Thailand)

“Great tools and easily implemented. It has transformed the working of my department.”

Bryan Magugat, SCM Manager, Ramcar Food Group (Philippines)

“Helped me to prioritise on what's important and the tools generated a performance culture.”

Antonio Glenn, Krispy Kreme (USA)

“The negotiating skills workshop was excellent. I frequently use the techniques learnt in the workshop in major negotiations.”

Mike Trevenen, Restaurant Brands, SCM Director (New Zealand)