

Procurement success comes from a focus on new ways to reduce costs and increase value from suppliers. This course provides advanced tools and techniques which will deliver improved business results.

Focus: Developing advanced Procurement skills, tools & techniques

Duration: 3.5 days to 5 days

Participants: Procurement professionals looking to develop their capabilities

Training method: Interactive course using category based exercises and simulations

Course Content

Topics that can be included in a typical course:

- Procurement financial impact and metrics
- Supplier financial analysis
- Cost modelling / bottom up costing
- Total cost of ownership
- Supply & value chain analysis
- Supplier relationship management
- Sourcing innovation
- Internal customer / stakeholder management
- Low cost country sourcing
- Risk management

Course Benefits

At the end of the course delegates will be able to:

- Understand how Procurement can impact the businesses core financial metrics
- Build a detailed cost model and understand the implications of total cost of ownership
- Analyse supply and value chains and identify opportunities for cost out / value improvement
- Segment the supplier base to select the right suppliers to focus on for SRM activities
- Apply a range of tools and techniques to proactively manage the internal stakeholders
- Manage / mitigate sourcing risks, including those associated with LCC sourcing