

***Maximising the value that is captured from major suppliers delivers significant business benefits. This course covers the approaches needed internally and externally to secure value delivery from suppliers.***

**Focus:** Applying the SRM process to capture supplier value

**Duration:** 1 day

**Participants:** Procurement professionals with responsibility for major supplier relationships

**Training method:** Interactive course using case studies and role plays to develop insights and applied knowledge

### Course Content

#### The main topics covered through the day:

- Familiarisation with the supplier management process and materials is course pre-work
- Business context of the need to deliver additional value from suppliers as part of business strategy
- Overview of the approaches to developing supplier relationships and the need for supplier segmentation
- Case study exercises in small teams focused on developing a supplier relationship strategy
- Role play exercise to establish and agree value delivery objectives with a supplier
- Action planning for individuals & teams to apply the knowledge from the course to their suppliers

### Course Benefits

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

- Understand the business need to deliver additional value from their suppliers
- Fully evaluate internal and external perceptions of the business/supplier relationship
- Apply specific tools from the process to develop and implement a supplier relationship strategy
- Establish the correct internal governance model for the supplier with clear roles and responsibilities
- Agree with a supplier the best way of focusing on the business operational and strategic objectives
- Develop a plan to identify and deliver additional value from their major suppliers