



Suppliers

LPM 318

IMPROVING AND MEASURING Your Procurement Performance

Course Introduction:

Improve service whilst reducing costs; an impossible task? With effective management and leadership, world class companies do this every day. "Getting more with less" is possible and this seminar shows you how.

In every Supply Chain, the service levels are paralleled with costs to serve. However, change to costs have an effect on service levels; as what is done and the way it is done, in turn determines the costs and the service. There is dynamic trade off relationship between the cost, service and productivity levels in the interacting supply chain operations.

Course Objectives:

Course will focus on the importance of Procurement and better managing the productivity and improvement leadership in the supply chain operations.

This course will teach participants objective practical ways to monitor, evaluate, audit and thus control and manage different aspects of procurement performance and compliance. It also demonstrates a range of management controls and procurement best practice techniques that will uncover and minimize corruption.

Who Should Attend?

- Procurement, Buyers and Purchasing Professionals
- Stock, Logistics, Warehouse and Distribution Personnel
- Owners and operators of companies with supply operations
- Those who need to understand the relationships between cost, service and productivity in supply operations

Course Outline:

Day 1:

Understanding Costs

- Fixed, variable and marginal costs
- Overheads, direct/indirect, prime and marginal costs
- Job, batch, contract and process costing methods
- Absorption, marginal and opportunistic pricing
- Depreciation of assets

- Break-even analysis
- Cash flow analysis
- Activity based costing

Day 2:

Financial aspects in the Supply Chain

- Total cost of ownership/Total acquisition costing/whole life costs
- Investment appraisals
- Cost benefit-analysis techniques
- Capital expenditure analysis (Payback, DCF, NPV)
- Capital purchase options (buy or lease or rent)
- Pricing options for products/service (open/closed costing)

Day 3:

Understanding Productivity

- Utilizing resources
- Productivity of processes and methods
- Performance of outputs
- Method study
- Work study
- Time studies

Day 4:

Developing Internal/External Customer Service

- Customer requirements
- Meeting the requirements
- Customer service measurements
- Working with the internal customer
- Trade offs between costs and service
- Trade offs between productivity and service

Day 5:

Making Business Improvements

- Positively effect key financial drivers
- Increasing throughputs
- Reducing inventory
- Reducing costs and operating expenses
- Using improvement models

Course Certificate:

International Center for Training & Development (ICTD) will award an internationally recognized certificate(s) for each delegate on completion of training.

Course Methodology:

A variety of methodologies will be used during the course that includes:

- (30%) Based on Case Studies
- (30%) Techniques
- (30%) Role Play
- (10%) Concepts
- Pre-test and Post-test
- Variety of Learning Methods
- Lectures
- Case Studies and Self Questionnaires
- Group Work
- Discussion
- Presentation

Course Fees:

To be advised as per the course location. This rate includes participant's manual, and-Outs, buffet lunch, coffee/tea on arrival, morning & afternoon of each day.

Course Timings:

Daily Course Timings:

08:00 - 08:20	Morning Coffee / Tea
08:20 - 10:00	First Session
10:00 - 10:20	Coffee / Tea / Snacks
10:20 - 12:20	Second Session
12:20 - 13:30	Lunch Break & Prayer Break
13:30 - 15:00	Last Session