

ADVANCED PURCHASING & COST SAVING TECHNIQUES



**LPM101
Logistic
Purchasing
Management**

COURSE TITLE

ADVANCED PURCHASING & COST SAVING TECHNIQUES

COURSE DATE/ VENUE

13 – 17 September 2021

Amsterdam, Netherlands

COURSE REFERENCE

LPM101

COURSE DURATION

05 Days

DISCIPLINE

Logistic Purchasing Management

COURSE INTRODUCTION

Managing the purchasing department of the 21st Century is not an easy task. Today's global economy makes the purchasing function increasingly complicated. In this course, we will explore how to manage the various suppliers that may be located thousands of kilometers from your plant while achieving real cost savings. Furthermore, we will discover how the purchasing department fits in the overall function of the supply chain operation. Lastly, we will cover how the purchasing department should be managed properly to achieve all of its Key Performance Indicators (KPIs)

COURSE OBJECTIVE

Upon successful completion of this course, the delegates will be able to:

- ✓ Describe the different levels of procurement decision making
- ✓ Explain the different procurement procedures and processes

- ✓ Use the different assessment tools in selecting suppliers, contract types, agreement terms and performance management.
- ✓ Discuss about the procurement management best practices
- ✓ List the supplier selection criteria

COURSE AUDIENCE

This course is important for managers, supervisors, executives and team leaders in all vocational operation areas within the organization, such as financial sector, production sector and supply chain, purchasing, importation planning sectors.

COURSE CONTENT

DAY 1

Procurement and Purchasing Strategies

1. Supply Chain and Supplier Relationship Management
2. Supply Positioning and Kraljic grid for Purchasing Decision making
3. Supply Chain Vertical Integration
4. Supplier Development Strategies – The 8 steps approach

DAY 2

Sourcing and cost saving principles

1. Procurement management
2. Purchasing Cycle, Procurement Processes and Procurement Methods
3. Sourcing and Bidding
4. Pareto Analysis and sourcing methodology
5. Out-Sourcing matrix

DAY 3

Overview of Contracting and Tendering

1. Definition of a Contract
2. Purpose of Contracting
3. Stages in Contracting

4. Preparation
5. Tendering
6. Award and Administration
7. Problems in Tendering
8. Description of Applicable Procedures

DAY 4

Overview of Cost Analysis

1. Supplier Selection criteria
2. Financial assessment of Payment terms
3. The Landed cost concept
4. The TCO concept

DAY 5

Price and Cost Analysis

1. Differences in applying Price and Cost Analysis
2. Techniques of Price Analysis
3. Influence of Market Economics
4. Methods of Cost Analysis
5. Case study on Cost analysis

COURSE CERTIFICATE

TRAINIT ACADEMY will award an internationally recognized certificate(s) for each delegate on completion of training.

COURSE FEES

\$6,150 per Delegate. This rate includes participant's manual, Hand-Outs, buffet lunch, coffee/tea on arrival, morning & afternoon of each day.

COURSE METHODOLOGY

The training course will be highly participatory and the course leader will present, guide and facilitate learning, using a range of methods including formal presentation, discussions, sector-specific case studies and exercises. Above all, the course leader will make extensive use of real-life case examples in which he has been personally involved. You will also be encouraged to raise your own questions and to share in the development of the right answers using your own analysis and experiences. Tests of multiple-choice type will be made available on daily basis to examine the effectiveness of delivering the course.

- 30% Lectures
- 30% Workshops and work presentation
- 20% Case studies & Practical Exercises
- 10% Role Play
- 10% Videos, Software or Simulators (as applicable) & General Discussions

