

SSM 16 – EFFECTIVE PROCUREMENT RESEARCH

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, changes 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 a dynamic trade off relationship between the cost, service and productivity levels in the interacting supply chain operations. Doing things better therefore involves consciously managing the productivity in a holistic way across the supply chain. When this is done, then the achievable outcome is gaining business improvement leadership in the supply chain operations.

Session 1: Understanding Productivity

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

Session 2: Performance Purchasing

- Introduction to Purchasing and its contribution to the organisation
- Key Concepts
- Purchasing Organisations
- The Procurement Cycle
- Purchasing Systems

Session 3 – Vendor Selection and Evaluation

Vendor Selection

- Coverage, Discounts and Special Offers
- Fulfillment and Shipping
- Ease of Ordering
- Customer Service of Vendors

Vendor Evaluation

- When to evaluate (pilot project, ongoing, contract)
- FAQs for evaluating vendor services
- Data Collection for future vendor selection

Session 4: Strategic Leadership in Procurement Departments

- Strategic leadership tools for procurement professionals in today's organizations
- Conditions in procurement disciplines that require strategic leadership
- The role of leadership in today's successful procurement disciplines
- Understanding the role of strategic leadership in delivering procurement initiatives
- How strategic leadership skills change with organizational types
- Delivering strategies using leadership empowerment

Session 5: Advancing Procurement Contribution

- Attract And Retain Supply Management Talent
- Center For Advanced Purchasing Studies Latest Benchmark Report
- Business Continuity And Contingency Planning For Procurement
- What Is Activity-Based Costing?
- Ways That Advanced Procurement Can Improve Organization's Finances