

SSM 17 – EFFECTIVE PROCUREMENT MANAGEMENT

The development and implementation of carefully crafted strategies for the acquisition of all goods, equipment, and services has become a critical issue in all organizations wishing to reduce operating cost while improving quality and productivity. This program explores key concepts forming the basis of strategic procurement and moves through leading edge issues that confront the purchasing organization today.

This fast paced programme is designed for those wanting to develop high performance purchasing organizations. This begins with a thorough understanding of what constitutes procurement best practices and then moves to establishing the procurement mission, vision, and knowledge needed to successfully implement the processes and methods needed to reach world-class performance.

PROGRAMME CONTENTS

Session 1: It Is Time for Procurement to Become Strategic

- Defining Supply Management
- Strategic Sourcing
- New Job Descriptions For Purchasing
- Identifying Competencies And Weaknesses
- Benchmarks For Purchasing
- Reengineering And Restructuring Organizations

Session 2: Developing the Procurement Vision & Mission

- Developing The Strategic Plan
- Supplier Classification Systems
- Supplier Qualification Methods
- Developing Quantitative Evaluations
- Supply Chain Management
- Defining Strategic Supplier Alliances
- The Strategic Alliance Process

Session 3: The Steps to Strategic Procurement

- Developing Spend Analysis
- Excel Tools For Analysis
- Strategic Sourcing Software
- Methods Of Commodity Coding
- Commodity Management
- Developing Key Performance Indicators (KPI) For Procurement
- Supplier Performance Metrics

Session 4: The Demand for Continuous Improvement

- Driving Down Prices Through Cost/Price Analysis
- Determining And Tracking Cost Drivers
- Cost Containment
- Supplier Collaboration Technologies
- The E-Reverse Auction-What Is The Future?
- Improving the Purchasing of Maintenance, Repair, Operating (MRO)

Session 5: Improving the Image of Procurement

- Developing And Maintaining A Customer Focus
- Integrating Procurement With Other Functions
- Strategies For Identifying And Managing Supply Risk
- Exception Management
- Basic Issues In Corruption And Fraud Prevention
- Increasing The Level Of Procurement Professionalism