

SSM 29 – MANAGING YOUR SUPPLIER BASE

INTRODUCTION

This programme is for those who want to understand and implement the essential tools of Purchasing and Procurement by understanding the crucial role of suppliers and maintaining strong relationships with them. Participants will learn how to evaluate procedures and make needed changes to methods to improve supplier relationships whilst achieving significant reductions in inventories, eliminate wasteful costs; and obtain added value for money.

WHO SHOULD ATTEND?

This seminar is intended for buyers of all types of materials, equipment and services who seek to strengthen their personal abilities as well as the performance of their purchasing department.

COURSE CONTENTS

Session 1: Performance Purchasing

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

Session 2: Supplier Selection

- Specifications
- Working with End-users
- Supplier Evaluation Criteria
- Appropriate Supplier Methodologies
- Total Cost Approach

Session 3: Purchasing Performance

- Supplier Measurement
- Vendor Rating
- Action Planning
- Course Review and Evaluation