



## Strategic Purchasing and Supply Management Training

### Description

#### Introduction

This course leads delegates through the development and implementation of carefully crafted strategies for the acquisition of all goods, parts, equipment, and services. This is a critical issue for all organizations wishing to reduce operating cost while improving quality and productivity.

This program explores key concepts of Strategic Cost/Price Analysis, Value Analysis, and Total Cost of Ownership that will move today's supply management organization to the strategic focus needed to achieve world-class performance. Organisations sticking to out-dated procedural and tactical approaches will be outcompeted by leading organisations utilising the latest approaches and techniques to ensure that their supplier base matches their ambitions.

#### This course will feature:

- Setting strategies for world class procurement
- Maximising value for money
- Options for International supply chain sourcing
- Improving profitability by controlling total costs
- Understanding and managing supplier pricing models

#### Objectives

- Analyse the elements of cost in supplier's price
- Understand differences in international labor rates
- Evaluate supplier's different pricing models & analyse supplier's price breakdowns
- Understand methods of price and cost analysis
- Create an approach to implementing TCO analysis

#### Content

## Day One

### Setting the Strategic Direction

- Defining the supply management mission and vision
- Stages to world class Supply Management
- Becoming more strategic in procurement
- Supply Management skill sets
- Developing the Spend analysis
- The ABC (Pareto) analysis

## Day Two

### How do you know that you got a Good Price?

- Supplier Pricing models
- Defining Cost and Price analysis
- Methods of Price analysis
- Working with Producer Price Indexes
- Developing the Organization's purchase price index
- Estimating Cost in relationships

## Day Three

### Getting a Better Price by Analysing Cost

- Methods of Cost analysis
- Major elements of Cost
- What and how important are Supplier overheads
- Sources of cost information
- Analysing Supplier cost breakdowns

## Day Four

### Using Price, Volume, International Labour, and Value Analysis

- Global Industrial Labour Rates
- Working with Currency Exchange Rates
- Cost Volume Profit Analysis
- Fixed and Variable Costs Defined
- Defining Value Analysis?
- Checking Supplier Value

## Day Five

### Total Cost of Ownership (TCO)

- Changing Supply Management
- Defining TCO

- 
- Barriers to TCO
  - Approaches to TCO
  - Total Cost Modelling of the Supply Chain
  - Implementing TCO

[www.acculearn.co.uk](http://www.acculearn.co.uk)