

“Best-In-Class” Sourcing Strategies, Methods and Tools

BENEFIT	This training aims to outline current best practice in key aspects of category management and strategic sourcing. Its highly practical content aims to develop the strategic and tactical skills of the participants about how to achieve significant savings with P&L impact, as well as how to improve and manage the supply-base in a category.
CONTENTS	<p>Analysis of Spend and Identification of Saving Potentials</p> <ul style="list-style-type: none"> ▪ Category-based spend analysis: prerequisites, methods, tools ▪ „Total Cost of Ownership (TCO)“-Approach as key to success ▪ Evaluation and quantification of cost reduction opportunities ▪ CHECKLIST: The 40 most effective cost reduction opportunities ▪ TOOL: Profitability calculation of category saving projects <p>Global Market and Supplier Research</p> <ul style="list-style-type: none"> ▪ How to identify and select potential supply markets ▪ Identification of potential suppliers: resources, methodology ▪ Supplier qualification: criteria, processes, tools ▪ Supplier audits: procedure, tools, aspects <p>Development and Implementation of Sourcing Strategies</p> <ul style="list-style-type: none"> ▪ Developing sourcing strategies and tactics for leverage, routine, strategic and bottleneck products ▪ Risk analysis tools to assess internal and external supply risks ▪ Project-based tender processes with cross-functional teams ▪ E-Sourcing Tools to enhance the sourcing process <p>Supplier Relationship Management (SRM)</p> <ul style="list-style-type: none"> ▪ How SRM helps to achieve continuous savings, to create value-generating relationships, and speed business innovation ▪ Evaluation of suppliers: process, tools ▪ Categorization of suppliers: goal, categories, action-plans ▪ Development of suppliers: strategies, methods, nuts & bolts ▪ Controlling supplier development
DURATION	2 days
TARGET GROUP	Strategic purchasers, Lead Buyer, Category Manager
TRAINING METHODS	Input, discussions, teamwork, “Best-Practice” tools
REQUIREMENTS	General purchasing skills