

“Best-In-Class” Category Management

BENEFIT	This training aims to outline current best practice in key aspects of category management. Its highly practical content aims to develop the commercial thinking of the participants about how to manage the process for strategic goals and as well as day to day tactical needs.
CONTENTS	<p>Category Management and Strategic Sourcing defined</p> <ul style="list-style-type: none"> ▪ Who is using it? What are the expected benefits? ▪ How it differs from other procurement strategies <p>Key tools and techniques</p> <ul style="list-style-type: none"> ▪ Bundling of spend: methods and prerequisites ▪ Cost, spend and supply base analysis ▪ Stakeholders & risk analysis: tools for assessing supply risks ▪ Sizing and prioritizing cost reduction opportunities <p>Deciding on the sourcing strategy</p> <ul style="list-style-type: none"> ▪ Sourcing strategies for leverage, routine and bottleneck products ▪ Single or dual or multiple sourcing? Long term or short term? ▪ Development of supplier portfolio strategies <p>Designing the sourcing process</p> <ul style="list-style-type: none"> ▪ Planning goals, resources, budgets and timeframes ▪ Tools for monitoring performance ▪ The 10 most important principles for sourcing teams ▪ Information duties of technical departments and business units <p>Managing the sourcing process</p> <ul style="list-style-type: none"> ▪ Success factors ▪ Tools to manage the tender process ▪ Process and milestones ▪ Competitive strategies ▪ “Best-In-Class” tender processes ▪ Pre-qualification of tenders and calls for expression of interest ▪ Supplier short-listing and bid evaluation using weighted criteria
DURATION	2 days (Training No. FW01-US)
TARGET GROUP	Purchasers, Purchasing Managers, Lead Buyer
TRAINING METHODS	Input, discussions, teamwork, individual exercises
REQUIREMENTS	None