

# Improving the Supply Base

<b>BENEFIT</b>	<p>This training aims to provide the participants with best practice knowledge on how the supply base can be restructured and improved for different commodities in order to reduce costs, improve quality and / or reduce delivery times. Furthermore, the participants will get in-depth knowledge on how potential supply markets are evaluated, new suppliers are identified, thoroughly qualified and managed.</p>
<b>CONTENTS</b>	<p><b>Market Research &amp; Market Analysis</b></p> <ul style="list-style-type: none"> <li>▪ Understanding market dynamics and gaining in-depth information</li> <li>▪ Levering strength in the supply markets</li> <li>▪ Interpreting markets and supplier behaviors</li> <li>▪ Choosing the right markets, based on category cost structures</li> </ul> <p><b>Supplier Research</b></p> <ul style="list-style-type: none"> <li>▪ Researching for suppliers: strategies and methods</li> <li>▪ Moving supplier selection from reacting to management</li> <li>▪ Types of research tools, information sources, etc.</li> <li>▪ Managing researched suppliers</li> </ul> <p><b>Supplier Assessment</b></p> <ul style="list-style-type: none"> <li>▪ Types of suppliers and models of supplier appraisal</li> <li>▪ The use of third party appraisal and financial evaluation</li> <li>▪ Assessment of technical, logistical and manufacturing abilities</li> <li>▪ Supplier appraisal for strategic suppliers</li> <li>▪ Addressing commitment and company culture</li> </ul> <p><b>Managing relationships for supply chain performance</b></p> <ul style="list-style-type: none"> <li>▪ The importance of relationship management in supply chains</li> <li>▪ Increasing competition in the supply base</li> <li>▪ Setting up the supply chain structure: Make versus buy</li> <li>▪ How to select the appropriate relationship strategy</li> <li>▪ Managing the lead time and pricing issues</li> <li>▪ Methods for developing and building trust</li> <li>▪ Benchmarking of existing suppliers, Balanced scorecard systems</li> </ul>
<b>DURATION</b>	2 days (Training No. FW01-US)
<b>TARGET GROUP</b>	Purchasers, Purchasing Managers, Lead Buyer
<b>TRAINING METHODS</b>	Input, discussions, teamwork, individual exercises
<b>REQUIREMENTS</b>	None