

Training on Strategic Procurement

Training Content

1.0. Introduction

- 1.1. Overview of strategy, misconceptions of strategy
- 1.2. Traditional Procurement Vs Strategic Procurement
- 1.3. Traditional v New Age Procurement

2.0. Tools and Technique

- 2.1. Overview of Porter's Five Forces Model
- 2.2. Implementation of Kraljic Matrix
- 2.3. What suppliers Think of you" matrix
- 2.4. Make Vs Buy Decision
- 2.5. SWOT Analysis
- 2.6. KPIs to measure performance of procurement function (with in-depth discussion on Inventory Turnover Ratio)
- 2.7. How to audit the procurement function?

3.0. Vendor Management

- 3.1. Strategic aspects of Vendor Management
- 3.2. Scientific method of Vendor Assessment
- 3.3. How to widen Vendor Database and Vendor Consolidation
- 3.4. Vendor categorization based on Kraljic Matrix
- 3.5. How to make Vendor Development Plan (VDP)

4.0. Strategic Procurement Plan

- 4.1. How to make Strategic Procurement Plan (SPP)
- 4.2. Challenges in implementation of SPP

Group Exercise on – Preparation of draft SPP for your organization