

1) Introduction

Purchase is no longer a support function or attached to the apron strings of production department. In an environment characterized by many unknowns, purchasing professionals must assist general management by providing purchasing expertise for strategic decisions. Purchasing can assist in calculating the probable impact of outside factors on supply, quality and price. However, ground reality is different.

In many companies procurement professionals are locked in the grind of fulfilling the requirements of the user department or chasing the suppliers for myriad reasons. Against this backdrop they have little time to sit back and reflect on what they are doing?

Unique Takeaways of the Training: -

- A roadmap on implementation of Strategic Procurement Plan (SPP) for your company. This is unique concept and participants will not get it any book or web resource.
- Offshoot of SPP is Vendor Development Strategies. Participants would be given extensive exercise on vendor development strategies. Based on this, participants can prepare Vendor Development Plan (VDP).
- SWOT Analysis of the procurement function. This list is indigenously developed and participants will not get it any book or web resource.

2) Training Objectives

The main aim of training is to develop conceptual skills amongst procurement professionals. At the end of training, participants will be able to:

- ✓ Understand the strategic aspect of the procurement function
- ✓ Understand the various tools of strategic function
- ✓ Understand how to audit the procurement function
- ✓ Understand how to measure performance of purchase department

3) You should do this course if

- ✓ You want to improve knowledge base and concepts of procurement function
- ✓ You want to significantly reduce cost of ownership for both goods and services
- ✓ You wish to segregate the strategic procurement activities from the tactical ones
- ✓ You wish to reduce the procurement spend by developing collaborative relationship with the suppliers
- ✓ You want to bring sustainable improvement in your organisation's procurement processes
- ✓ You want to develop effective supplier relationship, improving supplier performance, reducing costs and lowering overall risk to your organisation

4) Who should attend?

- ✓ Purchase Heads/ SCM Heads
- ✓ Vendor Managers
- ✓ Senior operation managers
- ✓ Administration Heads

5) Course Material

All participants will be provided with detailed course material and required stationary during training.

6) Methodology and Certification

A judicious mix of class room presentations, exercises, group discussion, case studies and hands-on practice will be used. Participants will be encouraged to relate the learning to live situations.

Participants who successfully complete the continuous assessment during the course and also the written examination conducted on 2nd day of the course will be issued a certificate by FICCI.

7) Course Schedule and Registration Procedure

Date: Oct 14 – 15,2015

Timing: 09:30 hrs – 17:30 hrs

Nature: Non residential

Venue: Mumbai

Participation Fee: Rs. 12,000 plus Service Tax, as applicable (Includes cost of training, course kit, lunch, tea etc.)

Registration: Send registration form along with Cheque/DD in favour of "FICCI Quality Forum". The seats are limited to 20 and registration will be done on first come first serve basis

For further details & to reserve your seat, please contact:

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8) About our Faculty

Our faculty of this course Mr. Dinesh Divekar is a senior procurement faculty. He has trained hundreds of procurement professionals through public or in-house workshops. He conducts training programmes in the field of Purchase Management, Inventory Management, Vendor Management, Quantitative Techniques etc. It is not just training but he has done research through his participants and has developed few tools and techniques.

These tools and techniques are shared only in the training programmes. Since these tools are developed indigenously, these are not available in any book or website. He has done research on Inventory Turnover Ratio (ITR) of the public limited companies of India

9) About FICCI Quality Forum

FICCI Quality Forum (FQF) is a specialized division of Federation of Indian Chambers of Commerce and Industry (FICCI) set up with objective to sharpen the competitive edge of Indian Industry. FQF provides training, consultancy and research services focused on enhancing the quality quotient of clients and partner organization.

For the past 20 years, FQF is providing training on various ISO management systems and has a pool of highly competent & experienced trainers to conduct training courses.

FQF has collaboration arrangements with Intertek India for providing IRCA, UK approved Approved/Lead Auditor training courses on ISO 9001 Quality Management System (QMS), ISO 14001 Environment Management System (EMS), ISO 22000 Food Safety Management System (FSMS) and Occupational Health and Safety Management System (OHSAS) 18001 standards.

In addition we also provide training on Cost Reduction, TQM, LEAN, Six Sigma Green and Black belt certification, and Project Management, Risk Management etc. We also provide consultancy support on effective implementation of above management systems leading to certification/ accreditation.

10) Training Content

1. Introduction

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

2. 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. 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 categorisation based on Kraljic Matrix
- 3.5. How to make Vendor Development Plan (VDP)

4. 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 organisation

LIST OF PARTICIPANT OF LAST STRATEGIC PROCUREMENT COURSE

<p>Mr. Manav Bajaj Assistant Manager-Purchase Motherdairy Fruit & Vegetable Pvt Ltd New Delhi E: manav.bajaj@motherdairy.com</p>	<p>Mr Dheeraj Manchanda Procurement Head – South Asia Intertek Pvt Ltd New Delhi E: dheeraj.manchanda@intertek.com</p>
<p>Mr. Sumit Kumar Petronet LNG Ltd. Kochi Kerela E: sumitkumar@petronetlng.com</p>	<p>Mr. Sarvesh Kumar Asst Manager - Procurement ITC PCPB Kolkata West Bengal E: Sarvesh.kumar@itc.in</p>
<p>Mr. Ashish Dar Joint Manager Vikram Woollens (A Unit Of Grasim Industries Ltd.) Bhind Madhya Pradesh E: ashish.dar@adityabirla.com</p>	<p>Mr. R. P. Singh CM(C&P) GAIL Training Institute Noida Uttar Pradesh E: rsp04536@gail.co.in</p>
<p>Mr. Rakesh Kumar CM(C&P) GAIL Training Institute Noida Uttar Pradesh E: rk04906@gail.co.in</p>	<p>Mr. M. C. Joshi Deputy General Manager Gujarat Alkalies and Chemicals Limited Vadodara Gujarat E: mukeshchandra.joshi@gacl.co.in</p>
<p>Mr. Jai Kumar Gupta Head – Outsource Control & Management Tilda Hain India Private Limited E: jai@tilda.com</p>	