Category Management in Procurement

22 - 23 July 2020
Kuala Lumpur, Malaysia

3 REASONS
WHY THIS IS A MUST ATTEND TRAINING COURSE!

1. PRACTICAL COURSE THAT IS WORTH YOUR MONEY!
When you attend, you will discover knowledge and strategies that are practical, simple to use and flat out work that are all worth your money.

“Seeing the trainer profile and training agenda, I expected to gain new knowledge and this course did not disappoint me. It is practical!”
~ Procurement Manager, ESCATEC Mechatronics Sdn Bhd

“It’s a very important and useful course and it makes changes in our job improvement. More strong, confident and ready to challenge the supplier on best and lowest prices.”
~ Purchase Manager, Modern Poultry Farms Co. SAOC (Oman)

2. WORLD CLASS INSTRUCTOR!
Robi Bendorf – CPSM, MCIPS, Lifetime CPM
This training program is conducted by Robi Bendorf, who’s probably one of the best in the world. He has been called “True Guru of Purchasing” by one of our clients.

“Before attending, I personally have limited knowledge on procurement especially on cost analysis as I am from the engineering field. This course equips me with a knowledge that can help me with the new field I’m involved in with the tools (ABC Analysis, PPI, CER, etc) which will help me to challenge suppliers and justify to our management. Thank you, Robi!”
~ Supply Chain Manager, Spirit Aerosystems Malaysia Sdn Bhd

“The whole content was insightful, complete with practical examples & solutions. Robi really shares his experiences away. Highly satisfied considering I came with minimal knowledge on the topic and come back with so much to offer to the team.”
~ Procurement Manager, IPC Malaysia B.V.

3. INTERACTIVE, PRACTICAL & HANDS-ON PROGRAM WITH DISCUSSIONS, EXERCISES & SAMPLES / TEMPLATES

“What I like best about this program is the Economic Price Adjustment. In addition, I like it that I am now versed in the supplier cost structure and wiser on the cost pricing unit. Hence, this is applicable to my daily tasks.”
~ Category Manager, Tenaga Nasional Berhad

“Easy language, practical, now I know how suppliers work on their costing. It is a very good course and is very practical so please attend it.”
~ Deputy Procurement Manager, HPCL Mittal Energy Ltd (HMEL), India

OTHER TRAININGS

Resisting Price Increases & Implementing Cost Improvement Initiatives

Cost Price Analysis - The Way To Greater Savings In Negotiations

From Tactical To World - Class Procurement

Advanced Procurement Negotiations

Seven Step Strategic Sourcing

Contract Administration From Award To Completion

Purchasing Contracts Terms & Conditions

Fraud Prevention In Procurement & Contracts

Rfx & Tender Management

Mini Mba For Procurement / Supply Chain Professionals

Supplier Relationship Management

Supplier Qualification & Performance Measurement

Supplier Risk Management

Public Procurement Excellence
PROGRAM SUMMARY

One of the many changes in Procurement as it moves away from its traditional transactional focus to a much more strategic focus and even beyond, is the introduction of Category Management into the Supply Management organizational structure. Category Management is the application of procurement best practices applied to a single category of the organizations spend so that the Category Manager becomes the Chief Procurement Officer responsible for the organization’s management of the spend category.

This program provides considerations, methods, and competencies directed at providing the new Category Manager with the knowledge needed to accomplish this high-level responsibility.

SEMINAR OBJECTIVE

Upon completion of this seminar, participants will have covered:
- The Evolution of Category Management
- Benefits and Approaches for Category Management
- The Capabilities and Skills of the Category Manager
- Defining the Scope of the Category
- Category Management Outcomes Depend on Collaboration
- Ensuring the Performance of the Category Management Process
- Category Management Demands Reengineering
- Category Risk Management
- Strategic Category Management Plans

TRAINING METHODOLOGY

This seminar will combine a variety of instructional methods, including a lecture by an experienced practitioner and consultant, exercises, and group discussions covering current practices and their relationship to the implementation of new concepts.

“I learned the cost volume profit relationship which exactly can be applied to my current task. ( Quarry contract in relation to volume and fixed cost).
An excellent program where a professional buyer can learn the best practices.”
~ Technical Buyer, Lhoist (Malaysia) Sdn Bhd

“I thought I know all the processes to do, but by attending this course, I know that many things I miss. Hopefully, I can enhance my company’s process and procedure.”
~ Contract Manager, Glenmarie Properties Sdn Bhd

WHO SHOULD ATTEND

Managers and professionals involved in purchasing, projects, contracts, supply management, operations, maintenance, engineering, quality, and other activities that expose them to dealings with important spend categories and who want to improve the supply management process to the latest state of the art.

ORGANIZATIONAL IMPACT

The organization will benefit by:
- A move to higher levels of strategic sourcing
- Improved supplier and stakeholder collaboration with Supply Management
- Broader ways of obtaining overall organizational objectives
- Higher productivity of all those involved in the business processes
- Greater strategic and big-picture focuses of all those involved in the supply chain management process

PERSONAL IMPACT

Attendees will gain by participation in this program as a result of:
- Increased skill sets in implementing Category Management
- Learning on to spend resources on higher-value activities
- Gaining a more strategic-big-picture focus
- A greater sense of professionalism
- Greater ability to lead continuous improvement programs
- Increased recognition by the organization due to improved performance

ON-SITE/IN-HOUSE TRAINING

This training program can be conducted exclusively for you/your organization, if there are 10 or more people who would benefit from attending.

Contact us at info@ppc-inc.com or go to http://ppc-inc.com/procurement-trainings-in-house/
Category Management in Procurement

Program Outline

Day 1

Session 1: Benefits and Approaches for Category Management
World-Class Supply Management will always be about continuous improvement with the move to Category Management being a major shift bringing numerous needed benefits.
- The History from Buyer to Category Management
- Defining Category Management
- Compared to Strategic Sourcing
- Benefits of Category Management
- Approaches

Session 2: The Capabilities and Skills of the Category Manager
The competencies of the Category Manager are significantly greater than that of the typical procurement professional.
- Responsibilities of Category Manager
- Qualifications of Category Manager

Session 4: Category Management Outcomes Depend on Collaboration
We must make collaboration with internal stakeholders and suppliers’ core competencies of Supply Management for category management to succeed.
- Transforming relationships with suppliers and stakeholders
- Developing the skills required for good relationships
- Defining the organization’s mission in building superior relationships
- Communication, trust, and credibility as key elements
- Defining the supplier alliance
- The supplier alliance process

Day 2

Session 5: Measuring the Performance of the Category Management Process
The reality is that we cannot perform better than our suppliers and improved quality, delivery, and service levels are consistently shown to be benefits of Category Management.
- Science of selecting and maintaining good supplier performance
- Monitoring supplier performance
- Maintaining a supplier performance index
- Applying supplier performance measurement to Total Cost of Ownership

Session 6: Category Management Demands Reengineering
Category Management is a new and different approach and therefore requires different policies, procedures, and processes than historically used in the traditional approaches.
- Procurement can only be as strategic as the process allows
- Reengineering is a must
- Focusing on high-value activities

Session 7: Category Risk Management
One of the major benefits of the Category Management process is reducing supplier risk, yet as many studies suggest, supply vulnerability is an area that many organizations have not adequately covered.
- Major steps in a Typical Risk Management Process
- Issues leading to greater supply risk in today’s economies
- Major categorization of risk and many sources of risk in each category
- Developing the Risk Register

Session 8: Strategic Category Management Plans
An often-cited a best practice in supply management is the development of formal short and long-range Strategic Sourcing Plans for major spending categories.
- Developing Strategic Sourcing Plans
- A Strategic Sourcing Plan Template

Very detailed, good presenter! A lot of finer points/details that we were ignorant about... Go join the program!
~ Category Manager, Tenaga Nasional Berhad

A practical knowledge trainer. Related examples to real scenarios and happened and gets them to correlate with one’s own working. Must attend to sharpen skills.
~ Digant Kumar Jhanji - Deputy Procurement Manager
HPCL Mittal Energy Ltd (HMEL), India
World Class Instructor Profile

ROBI BENDORF  
CPSP, MCIPS, Lifetime C.P.M., M.ED

Robi has over 35 years of purchasing and sales experience, involving domestic and international activities, for a broad range of manufacturing and service businesses. He has extensive experience in consulting & training in purchasing, contracts, reengineering the supply management process, the management of procurement functions, global sourcing of materials and components, reducing cost of purchased materials and services, and negotiation of complex transactions and contracts.

He has held purchasing and contracts management positions in high volume manufacturing, subcontract, job shop, and service operations, involving gas turbine manufacturing, power generation, nuclear and fossil power plants, electrical distribution and control, air conditioning equipment and global sourcing services.

Prior to becoming a full-time consultant in 1994, he served as Manager of Customer and Supplier Development for the Westinghouse Trading Company. He has given presentations on numerous purchasing and contract management topics to the Institute for Supply Management (ISM/NAPM), major universities, and numerous in-house seminars for industrial & services clients in the US and over 170 public seminars internationally.

He was selected to present seminars at the last 17 Institute for Supply Management International Conferences and is the contributor of numerous articles published in Purchasing Today and Inside Supply Management. Robi was selected as ISM’s National Person of the Year in both Global Resources and in Education/Learning.

Some of Robi's numerous clients are:

Robi is a lifetime C.P.M., and has received ISM’s new certification, the CPSM, and also holds the MCIPS Certification as awarded by CIPS. He has an undergraduate degree from the University of Texas, and a Masters Degree from Penn State University.

His energetic and enthusiastic style, combined with extensive functional experience, makes him an excellent consultant, trainer, and facilitator of change.

HERE’S WHAT OTHERS SAY ABOUT ROBI:

“Robi had delivered the training in a very effective manner and opened my eyes... about how important cost analysis is.”
~ Cheok Iong Jer - Procurement Engineer  
- Hanwah Q-Cells

“Trainer is very knowledgeable & experienced.”
~ Janice Wong - AVP Procurement - HSBC Bank

~ Tamilarasan Arjan - Senior Procurement Engineer Xyratex (Seagate)

Robi has covered my concerned areas. Doing the exercises makes learning more easy to absorb.
~ Juraida Abd Jalil - Expense Reduction Analyst

“He [Robi] is very knowledgeable and enlightened me with the right fundamentals of cost analysis.”
~ Amberina Gee Shwu Chyn - Procurement Specialist Prudential Services Asia

“Very Practical training course that providing more insight on carrying out an effective procurement price/cost analysis.”
~ Leong Shiaw Mei - Procurement Project Specialist - Xyratex (Seagate)

“I feel so refreshed knowing I’ve learned new tools that could be applied in my work.”
~ Fadzillah Md.Fadzil - Lead Procurement Analyst  
- Tenaga Nasional

“I attended the course with the fear that this would be a math session where all we did was do math exercises. I was extremely happy with the material and the delivery and for the first time in a decade or so of attending trainings in the region - I am greatly satisfied!”
~ Mohammed Khaled Al Gussyer - Logistics Manager