Cost Reduction Management Strategies in Procurement
29 - 30 March 2016 @ Dubai, UAE

1 World Class Instructor
Robi Bendorf - CPSM, MCIPS & Lifetime CPM
"True Guru of Purchasing" - Who brings real passion to the profession.

“I was extremely happy ... for the first time in a decade or so of attending trainings in the region I am greatly satisfied”
★★★★★ Mohammed Khaled Al Gussyer - Senior Buyer – SABIC

2 Days Comprehensive Training Program
Showcasing leading world class practices on purchasing cost improvement initiatives and the many savings methods that you can use immediately to reduce cost over the life of the product or service and across the entire supply chain.

Hands On Sessions, Group Discussions & Exercises Focusing on Using Realistic, No Non-Sense & Practical Strategies That Reduce Procurement Costs

“[Robi] always put up with realistic & actual examples.
★★★★★ Hairil Amir Abu – Procurement Manager
Besi APAC – Malaysia

Dubai - UAE

Cost/Price Analysis in Procurement
27 - 28 March 2016

Cost/Price Analysis & Cost Reduction Management Strategies in Procurement
27 – 30 March 2016

Category Management in Procurement
24 - 26 April 2016

Mini MBA Supply Chain
24 - 28 April 2016

Leading & Managing for Purchasing & Procurement
29 – 30 May 2016

Global Best Practices in Procurement
31 May – 1 June 2016

Dhahran - Saudi Arabia

Strategic Procurement
22-23 May 2016

Mastering Strategic Sourcing
24-26 May 2016

Mastering Strategic Procurement & Strategic Sourcing
22-26 May 2016

Next Page:
List of Checklists, Templates & Samples That You Can Use to Reduce Costs & Report Cost Savings Effectively to Higher Management
Program Summary

Cost Improvements Initiatives, when properly implemented, have resulted in dramatic reductions in cost and significant improvements in productivity across the entire organization. As in all initiatives, success is dependent not only on an awareness of the potential opportunities, but more importantly the knowledgeable implementation of the ideas, processes, and techniques that should be utilized.

This program focuses on Resisting Price Increases and Cost Improvement Initiatives and the many savings methods that have been used to reduce cost over the life of the product or service and across the entire supply chain.

Program Payback

- Upon completion of this seminar, participants will know:
  - How to reduce cost of purchased material and services
  - How to be on the “Road to World class” in savings initiatives.
  - 6 steps to resist Price Increase for purchased goods and services
  - Understand processes for data mining
  - The criticality of the ABC analysis and how to use it to save time
  - 42 ways Procurement has been reducing cost
  - 6 step process for developing a purchase price index for your organization
  - 12 important supply management competencies for achieving savings
  - Receive a procedure for reporting cost improvements
  - 10 major elements that need to be in a Strategic Sourcing Plan

Training Methodology:

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

Unique Practical Tools:

- **TEMPLATES, SAMPLES & CHECKLISTS:**
  - Cost Improvement Reporting – Standard Operating Procedure
  - Definition of Cost Reduction & 9 Cost Reduction Types
  - Definition of Cost Avoidance & 8 Cost Avoidance Types
  - List Of Various Ways Of How Purchasing Has Obtained Savings

- **EXERCISES:**
  - Analyzing Suppliers Spend & Dividing Them into A, B & C Category
  - Buying 1 Year’s Worth of Inventory! - Presenting Convincingly Such Radical Case To Top Management Using Spend Profile Principles
  - Demo: How To Use Pivot Tables in Excel to Produce Spend Reports in Minutes Rather than Days or Weeks?
  - Step by Step Developing Purchase Price Index & Comparing to Producer Price Index!

- **REPORT:**
  - Benchmark Report of 20 Industries e.g.
    - Petroleum,
    - Pharmaceuticals,
    - Aerospace,
    - Healthcare,
    - Retail,
    - Automotive,
    - Software,
    - Beverages & Foods,
    - Metals & Mining,
    - Utilities.

“[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 & the delivery and for the first time in a decade or so of attending trainings in the region I am greatly satisfied with the training”

Mohammed Khaled Al Gussyer
Senior Buyer - SABIC

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Course Outline

Session 1: Purchasing Savings Impact on the Bottom Line
This session sets the stage for the importance of the procurement function and how purchasing savings go right to the bottom line whereas a generally small% of the sales hits the bottom line.

- The Need For Change
- Resisting Price Increases
- Purchasing Savings Model
- Essential Issues In Cost Reduction Initiatives
- Best Practices For Cost Reduction Initiatives & Reporting

A Check List Resulting For Experiences

Session 2: Data Mining & Opportunity Assessment
This session focuses on the importance of having an accurate up-to-date Spend Profile and methods of analysis.

- Sources Of Spend Data
- Developing The Spend Profile

EXERCISE - Analyzing Organization’s Spend with Suppliers & Dividing Them into A, B & C Category

- Purchasing Hierarchical Coding Method
- Developing the ABC Analysis.

DEMO: How To Use Pivot Tables in Excel to Produce Spend Reports in Minutes Rather than Days or Weeks?

Session 3: Savings Reporting
A Cost Saving Reporting Process is essential for successful results in resisting price increases, obtaining continuous cost improvements, and to motivate people to search for savings.

- Cost Reduction Reporting Procedure
- Difference Between Cost Reduction And Avoidance
- Types Of Reductions
- Develop Rates To Use In Savings Reporting

Sample Reporting Form
- Continuous Improvement Skill Sets

Session 4: Using Purchase Price Indexes a KPI!
Why and how we must develop a Key Performance Indicator (KPI) to show positive savings performance even when prices are increasing.

- What Are Producer Price Indexes
- Where To Find Producer Price Indexes - Specific Reference Websites from Various Countries?

Case Using Price Indexes:
Determining the Reasonableness of a Price Quote from Suppliers Using Purchase Price Indexes.

- The 6 Steps Of How To Developing An Organization Purchase Price Index And Comparing To External Indexes?

EXERCISE:
Step by Step Developing Purchase Price Index & Comparing to Producer Price Index!

Session 5: Cost Improvement Methods--Group 1
This session present some very important saving methods that bring significant impact.

- Defining Total Cost of Ownership
- Total Costs of Ownership Models
- Understanding Of Supply Marketplace
- Price & Cost Analysis Defined
- Value Analysis

Session 6: Cost Improvement Methods--Group 2
Typical savings methods which result in not only reduced cost but also in improved productivity for the entire organization and even the supply chain.

- Reengineering Processes
- Early Purchasing And Supplier Involvement
- Developing Commodity Plans
- Negotiations

List Of Various Ways Of How Purchasing Has Obtained Savings

Who Should Attend:
- General Managers, Directors, Managers and Professionals in Purchasing, Procurement, Materials, Contracts, Buyers, Contract Administrators.
- Finance, Operations, Maintains, Projects or any other Managers or Professionals involved in resisting cost increases or looking for savings relating to the purchase of goods, equipment, supplies, and services.
Robi Bendorf 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.

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.


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.
Purchasing & Procurement Center

REGISTRATION FORM

DELEGATE DETAILS
Name: .............................................................
Job Title: ..........................................................
Mobile: ..........................................................
Email: ..........................................................

COMPANY INFORMATION
Name: ..........................................................
Telephone: ....................................................
Fax: .............................................................
Address: ..........................................................

AUTHORIZATION (This form is invalid without signature)
Name: ..........................................................
Job Title: ..........................................................
Signature: ....................................................
Date: ..........................................................

CONTACT PERSON
Name: ..........................................................
Job Title: ..........................................................
Telephone: ....................................................
Fax: .............................................................
Email: ..........................................................

Important: Please copy this page for multiple bookings.

Please complete this form immediately and EMAIL TO:
registration@ppc-inc.com
or Fax to: 603 7665 2038

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DAILY TRAINING SCHEDULE
08:00am Registration & Welcome Remarks
08:30am Training Starts
08:30am Morning Session
10:15am Morning Break
10:30am Mid Morning Session (resume)
12:15nn Coffee Break
12:30pm Afternoon Session (resume)
02:30pm Lunch and Prayer
02:30pm End of Training

PAYMENT POLICY: Payment is required within 5 days upon receipt of the invoice.

PAYMENT OPTIONS: Please tick your method of payment

☐ CREDIT CARD (Please fill below) __Visa __MC ______ others
Name on the Card: ..........................................................
Credit Card No: ..........................................................
Card Verification Code: ..................................................
(Last 3 digit numbers below the magnetic bar at the back of the Card)
Date: __________________ Expire Date: __________________ Signature: __________________

I would like to pay thru credit card as per details filled above.
NOTE: Please send a copy (front & back) of your credit card as well.

Confirmation details
Joining details confirming your participation will be sent, once a registration has been received. After receiving payment, a receipt will be issued.
Cancellations/Substitutions
Substitutions are welcome at any time. Please notify us at least 2 working days prior to the event. All cancellations will carry a 100% cancellation fee, once a registration form is received. All cancellations must be in writing by fax or email at least 3 weeks before the event date. You will be entitled to attend any of our other courses at a later date.

All payments must be received prior to the event date.

NOTES: The investment fee does not include any taxes (withholding or otherwise). In case of any taxes applicable the client has to ensure that the taxes are paid on top of the investment fee paid for the course. Compliance with the local tax laws is the responsibility of the client.

Investment Fee

2 days = USD 2,495 per Participant

For special packages contact us at register@ppc-inc.com

PAYMENT DETAILS

Purchasing & Procurement Center Inc.

Bank Account Name: Purchasing & Procurement Center Inc.
Bank Account No: 897194813396 (USD)
Swift Code: SCBLMYXXXXX

Bank Name: STANDARD CHARTERED BANK MALAYSIA BERHAD
Bank Address: Level 2, Standard Chartered Bank, No. 36 Jalan Sultan Ismail 50250 Kuala Lumpur, Malaysia.

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