

Strategic Procurement

19 – 20 October 2015 - Bangkok, Thailand

PROGRAM OVERVIEW

PROGRAM OUTLINE

The Strategic Procurement Training is an intensive 2 days' program that integrates the latest procurement management concepts and practices to give participants a firm grounding in the skills and knowledge required to become a successful Procurement Professional.

This interactive training program is for those procurement personnel who are looking at growing in their profession and aspiring for more. This training shows innovative best practices, is fast paced and includes intensive instruction, group exercises, and real world case studies.

This training is practical and will have an immediate positive impact on the bottom line, as you would implement new methods and skills that improve key areas in procurement. It will equip you with a balance of expertise in the foundational & advanced skills needed in today's procurement world.

Benefits of Attending

- How to develop a procurement and materials strategy
- Discover effective tools to analyze your supply market
- Learn how to manage and lead a procurement department
- World-class processes to increase efficiency in procurement's daily work
- Optimize your negotiation and RFP skills

2 Key Takeaways:

- Tool box that includes best practice templates and forms
- Free 3 months access to a professional e-sourcing tool

Training Methodology:

This training will combine a variety of instructional methods including lecture by an experienced practitioner and consultant, case studies and a business simulation. They form the core of the program content, reinforced by practical tasks such as experiential activities and exercises.

Who Should Attend?

- Purchasing, Procurement, and Supply Chain Executives, Managers, General Managers, Vice Presidents & all those who want to focus on strategic procurement activities
- Materials, Contracts, Maintenance, Operations, and Financial Managers and,
- All other Managers and Professionals interested in lowering total cost and increasing productivity and profit contributions from better supply management operations.

Other Trainings in Thailand

7 Step Strategic Sourcing

3 – 4 August 2015

Improving Supplier Selection & Performance

5 – 6 August 2015

Global Best Practices in Procurement

24 – 25 August 2015

Contract Administration

21 – 22 December 2015

Day 1

What is strategic procurement?

- Procurement mission and tasks
- Procurement organizations
- Role description in procurement

Develop a procurement strategy

- Strategic decisions and procurement targets
- Market analysis with Kraljic-Matrix
- 5-forthes model from Porter

Customize your material strategy

- Pooling strategies
- Strategic partnerships
- C-parts management
- Technical analysis methods

Case study:

Finding a procurement strategy

Key procurement processes

- Supplier qualification
- Sourcing process
- Supplier management
- Procurement controlling

Case study:

RFP process and Total Cost of Ownership

Day 2

Deep dive into supplier management

- Supplier evaluation and development
- Supplier quality management
- Risk and contract management

Case study:

Supplier evaluation

Advanced Negotiation Concepts

- Usage of the game theory to optimize competition
- Types of online auctions

Challenges of today and tomorrow

- Manage the Golden Triangle
- Digitalization with e-sourcing
- Social Media in procurement

Auction hour

- Participants will use an e-sourcing system and will participate in several online auctions



World Class Instructor Profile

Raoul Gröning - Associate Professor for
Supply Chain Management at University of Kalaidos, Zurich.



Raoul's experience in procurement spans more than a decade, and the last position was as Director of Procurement Methods & Processes with Siemens Building Technologies. While in Siemens Raoul was responsible for efficient processes and the effective use of procurement methods in the global procurement organization. He drove efforts into e-Sourcing, & developed procurements processes and systems and he was world-wide responsible to increase the efficiency and the effectiveness of the procurement organization in order to achieve the performance targets.

Previous to Siemens, Raoul was the Head of Purchasing for Continental AG, one of the leading top automotive suppliers worldwide. He was in charge for all efforts from coordination up to execution of all reporting and controlling. He lead international purchasing controlling teams in Germany, China & USA.

Currently Raoul focuses on his 2 main passions in procurement:

First teaching strategic procurement, procurement controlling, E-Sourcing and Advanced Negotiations at the University of Kalaidos, Zurich as an Associate Professor for Supply Chain Management.

Second, as the founder of Clickbuyer, Raoul develops e-sourcing solutions where he has set up and executed online auctions with over thousand users.

Raoul brings a very structured process to all his trainings so that participants can immediately go back and use the concepts and strategies that they learn. His training courses integrate the latest management concepts and practices to give participants a firm grounding in the advanced skills and knowledge required for a successful career. Case studies and business simulations form the core of the training content, reinforced by practical tasks such as experiential activities and exercises.



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REGISTRATION FORM

DELEGATE DETAILS

Name :
 Job Title :
 Mobile :
 Email :

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

TRAINING SCHEDULE

08:30am	Registration & Morning Coffee
09:00am	Training Starts
10:45am	Morning Coffee Break
11:00am	Training Resumes
12:30pm	Lunch
01:30pm	Training Resumes
03:40pm	Afternoon Coffee Break
04:00pm	Questions & Answers
05:00pm	End of Training



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.

NOTE: 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 FEES

FOR ATTENDING: Tick/Check your preferred PACKAGE:

		<u>TOTAL FEE</u>
<input type="radio"/> Single Pack	1 Participant for 1 program	USD 2,195
<input type="radio"/> Silver Pack	2 Participants for 1 program	USD 4,295
<input type="radio"/> Gold Pack	Send 5 Participants – the 6 th is FREE (1 FOC)	USD 10,975
<input type="radio"/> Platinum Pack	Send 10 Participants – the 11 th , 12 th & 13 th FREE (3 FOC)	USD 21,950

PAYMENT DETAILS

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

BANK TRANSFER

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

Bank Account Name: Kavaq Business Intelligence (M) Sdn Bhd
 Bank Account No for USD: **8971-7002-6165 (USD)**
 Swift Code: **SCBLMYKXXXX**

CREDIT CARD (Please fill below) ___ Visa ___ MC ___

Name on the Card: _____
 Credit Card No: _____
 Card Verification Code: _____
 (Last 3 digit numbers below the magnetic bar at the back of the Card)
 Expiry Date: _____ Signature: _____

NOTE: Please send a copy (front & back) of your credit card as well.