

FROM TRADITIONAL TO STRATEGIC PROCUREMENT

Transforming Procurement with Best-in-Class Practices

LIVE VIRTUAL INSTRUCTOR-LED TRAINING

May 20 - 21, 2024

2 half-day Course (4 hours per day)

4 REASONS

WHY THIS IS A MUST ATTEND TRAINING COURSE!

1. PRACTICAL COURSE THAT IS WORTH YOUR MONEY!

When you attend you will discover knowledge & strategies that are practical, simple to use & flat out work that all are worth your money.

"Perfect! It's worth every penny for knowledgeable exchange!

I wish I could attend earlier programs!"

~ Duong Nu Quynh Nhu - Asian
Procurement Manager - Invivo NSA Asia

*"Best practices based in industry business case that is **practical and able to be applied.**"*

~ Wendy Tan - Purchasing Manager -
Scania

2. WORLD CLASS INSTRUCTOR!

Robi B.- CPSM, MCIPS, Lifetime CPM

This training program is conducted by Robi, who's probably one of the best in the world. He has been called "True Guru of Purchasing" by a client.



"[Robi is] One of the best instructors we had so far. Please join, the content of the training is excellent."

~ Owen A. Rebollos - Senior Buyer -
Qatar Foundation

"With Robi's experience all around the world gives us a glimpse of what's happening in the procurement world."

~ Loganathan R. - Procurement Manager -
WASL, UAE

3. HANDS ON WITH DISCUSSIONS, INDIVIDUAL & GROUP EXERCISES

"[I liked] the examples given and the comprehensive handouts. Detailed explanation. Very useful for future reference. Just go and attend."

~Tamilaran Anjan - Senior Procurement Engineer Xyratex (Seagate)

4. SAMPLES, TEMPLATES & STEP BY STEP INSTRUCTIONS

"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"

~Mohammed Khaled Al Gussyer - Logistic Manager - Saudi Basic Industries Corporation



If you are a professional based in the **Maldives**, we encourage you to take advantage of our **Special Discounted Price** through our **local alliance partner**,

Procurement & Supply Solutions Pvt Ltd (PSS).

To avail of this exclusive offer, please contact us via email at sales@pssmaldives.com or marketing@pssmaldives.com

Our team at PSS Maldives will be delighted to assist you further and ensure you benefit from our partnership discount.



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OVERVIEW

Leaders in Procurement and Contract functions are expected to be experts in running world-class buying organizations. Yet according to many studies most Purchasing Operations present significant “gaps” in performance that must be filled in order for Procurement to provide the continuous improvements needed to win and earn profits in today’s very competitive market place.



This program is designed to provide Purchasing Leaders with not only the best practices generally viewed as leading to World-Class performance in purchasing but also to provide practical tools and guidance in how to “make it happen”.

BENEFITS OF ATTENDING

BY ATTENDING THIS EVENT, YOU WILL:

- Receive a Savings Reporting Procedure
- Explore the elements of cost in supplier’s price
- Learn better ways to dealing with economic uncertainties
- Discuss Internal and External surveys to enhance purchasing performance
- Be able to better understand and manage supply risk
- How to avoid price increases
- Receive tips on how to win the negotiation

WHAT’S IN IT FOR YOUR ORGANIZATION?

The organization will benefit by:

- Higher productivity of personnel involved in procurement activities
- Reduced total cost of ownership for purchased materials, equipment, and services
- Improved productivity of the entire organization by better on time delivery of high quality goods and services
- Improved supplier performance and relations
- Greater strategic focus of those involved in supply management

WHAT’S IN IT FOR YOU?

The organization will benefit by:

- Increased skill sets in purchasing
- A greater sense of professionalism
- Knowledge of world-class purchasing practices
- Greater ability to lead continuous improvement programs
- Increased recognition by the organization due to improved performance

WHO SHOULD ATTEND

- Chief Procurement Officers, Directors/Vice Presidents /Directors/Heads of Procurement & Purchasing
- Purchasing, Procurement & Supply Chain Managers, Executives/Specialists and Other Professionals
- Materials, Contracts, Projects, Maintenance, Operations, and Financial Managers
- All other Managers and Professionals interested in lowering total cost and increasing productivity and profit contributions from better procurement operations.

“The course was valuable to me, and from the good reputation that you have it as well, of course we feel good.”

-Khalid A. Al-Mulhim - Specialist Buyer of Raw Material
Saudi Basic Industries Corporation (SABIC)



“It’s quite expensive but it’s worth every penny.”

- Farah Adhela Zulkiflee - Business Development Executive
- Integrated Petroleum Services Sdn Bhd

“Highly recommended [to attend] as it’s an eye opener to things that we never knew how to tackle in real life scenario.”

-Ronald Koh - Procurement Supervisor - Petron Malaysia

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PROGRAM OUTLINE (2-half day course / 4 hours per session)

Session 1:

Continuous Improvement is the Goal

Session 1 focuses on the prime responsibility of purchasing in providing continuous improvement to the organization in total cost of ownership for goods and services purchased from suppliers.

- Creating Time To Be Strategic
- Savings Reporting Procedure
- "Savings Improvement Opportunity" Form
- Cost Reductions And Cost Avoidance - Can And Should We Have Both?
- Cost Containment Methods

Small Group Discussion:

Develop Containment Methods used by Participants



Session 2:

Increasing Purchasing Skill Sets

Session 2 focuses on methods of determining did we get the right thing/service at the right price

- Statements Of Work And Specifications
- Cost And Price Analysis
- Elements Of Cost That Make Up The Price
- What Is A Fair And Reasonable Profit?
- Requesting Suppliers Cost And Pricing Data
- Developing "Should Cost" for Services and Parts

Individual Exercises:

Develop "Should Cost" for a part purchase and a service purchase.

Session 3: Apply Your Strengths

Session 3 provides expanded individual skills sets in commonly experienced negotiation situations.

- Producer Price Indexes
- Asking For A Lower Price
- Resisting Price Increase
- Negotiating In Single And Sole Source Situations
- Tips For The Actual Negotiation

Role Play:

Asking for a lower price and saying no to price increases.

OTHER PROCUREMENT RELATED TRAINING PROGRAMS:

- Advanced Strategies to Negotiate Lower Prices with Suppliers
- Advance Category Management
- RFX & Tender Management Best Practices
- Purchasing Contracts Terms & Conditions
- Cost Price Analysis in Procurement & Contracts
- Supplier Qualification and Performance Measurement
- Supplier Risk Management
- Supply Chain Transformation
- Supply Chain Digitalization
- Resisting Price Increases and Implementing Cost Improvement Initiatives
- Developing Excellence in Indirect Procurement
- Strategic Sourcing and Supply Relationship Management
- Leadership for Supply Chain and Procurement
- Effective Relationships with Third Party Logistics Providers
- Mini MBA for Procurement Professionals
- Aligning Procurement, Finance Concepts & Organizational Strategies
- Purchasing & Procurement Management Leadership

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Instructor Profile



ROBI B.

CPSM, 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:

Clients include Ethicon Endo Surgery (Division of J&J), Knoll Furniture, Florida State University, Duquesne University, American Air Filter, Tippins Steel, Dormont Manufacturing, Medrad Medical, Westinghouse Electric Corporation, The Elliot Company, IDEX, Blue Cross Blue Shield of Minnesota, SAE International, Bettis Atomic Power, Industrial Scientific, C-COR Electronics, Allegheny Teledyne, Duquesne Power & Light, Ferno-Washington, Johnson & Johnson Medical, Human-I-Tees, Sony, American Video Glass, Stanley Furniture, Mannesmann Rexroth, Atlantic Packaging Company, The Walt Disney Company, Total Safety Inc, Calgon Carbon, Argo-Tech, Piper Aircraft, Vistakon (Div of J&J), NCS Pearson, Ohio Wholesale Company, Schering - Plough, Curtiss-Wright Electro Mechanical Corp., DePuy Orthopaedics, Alcon Labs, Graco, Cordis (Div of J&J), Chevron Texaco, the Institute for Supply Management, U.S. Fuel Division of Westinghouse Electric Company, the Russell Corporation, JC Penney Company, Centocor (Div. of J & J), GKN Aerospace, IDL Merchandising Solutions, Creative Technology, Allegheny Energy, Bre Properties the American Society of Materials, Animal Rescue League, Petronas.

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 long Jer - Procurement Engineer
- Hanwah Q-Cells



"Trainer is very knowledgeable & experienced."

- Janice Wong - AVP Procurement - HSBC Bank



"[I liked] the examples given and the comprehensive handouts. Detailed explanation. Very useful for future reference. Just go and attend."

- Tamilarasan Anjan - 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 Analysts



"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 Berhad



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- Mohammed Khaled Al Gussyer
- Logistics Manager

REGISTRATION FORM

TRAINING PROGRAM DELIVERY :
ONLINE (LIVE)

You may send your completed form to :
marketing@pssmaldives.com OR
hello@pssmaldives.com

FROM TRADITIONAL TO STRATEGIC PROCUREMENT Transforming Procurement with Best-in-Class Practices

Live Virtual Instructor-Led Training

TRAINING DATES: May 20 - 21, 2024

DURATION: 4 Hours per Session x 2 days

All included: Delivery and Certificate

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LEARNER DETAILS

Important: Please fill all details in the registration form

LEARNER #1

LEARNER #2

FIRST NAME:

LAST NAME:

CURRENT JOB TITLE

EMAIL:

MOBILE:

CITY:

COUNTRY:

YEARS OF
PROCUREMENT
EXPERIENCE:

*I hereby certify that all statements made hereon are true and correct to the best of my knowledge and authorize the verification of all statements herein recorded by the **Procurement & Supply Solutions Pvt Ltd** in partnership with the **Purchasing & Procurement Center** in processing my application.*

Applicant's Signature:

Date Signed:

**Important: Please copy this page for multiple bookings*

COMPANY DETAILS

Company Name: _____

Address: _____

Telephone: _____

AUTHORIZATION

Full Name: _____

Job Title: _____

Signature: _____

Date: _____

**Important: Please copy this page for multiple bookings*

**This form is invalid without signature.*