

NEW: Master Class Procurement Specialist BME™

Join the Procurement Specialist Master Class to kick-start your career in purchasing!

Boost your employees' performance, qualifications and increase personnel retention



CONTENT

- Unit 1** Principles of Procurement and Supply Chain Management
- Unit 2** Operational Procurement as Inventory Management, Planning and Replenishment
- Unit 3** Cost Accounting, Price Analysis and Performance Controlling
- Unit 4** Strategic and Tactical Sourcing, Tools and Methods



TARGET GROUP

- Newcomers to procurement functions with basic business knowledge
- New buyers in a material group management organisation
- Buyers in cross-functional/project roles

DATES

Vienna (Austria)

Module 1: 03/09 – 07/09/2018

Module 2: 15/10 – 19/10/2018

The BME-MCPS is also available via in-house training and in other countries.



Master Class Procurement Specialist BME

Certified Master Class Procurement Specialists are responsible for a company's purchasing and logistical processes. This includes tasks like the procurement of marketing services, the negotiation and conclusion of contracts as well as the development and implementation of logistical concepts within the business. They create and foster relationships with suppliers and are in charge of controlling processes and quality management in their departments.

To meet the increasing demand for in-service training and practical needs, the Federal Association Supply Chain Management, Purchasing and Logistics (BME Germany) has developed a modular concept. The course consists of two modules that cover the following topics: procurement principles and supply chain interfaces, operational procurement as inventory management, planning and replenishment, cost accounting, price and value analysis and performance controlling, strategic and tactical procurement and fundamental tools and methods.

Upon completion of this course each participant will receive a BME certificate.



Teaching Methods

Lectures, group discussions, case studies, group work

Also available as in-house training

As one of the leading associations we understand the importance of qualified personnel. Since 2000 BME has qualified more than 225,000 procurement and supply chain experts. We have been made aware by our members that there is an unfilled need for premium qualifications for personnel in CEE.

That is why BME-MCPS has been created. The course offers top-quality content using the latest research and input from high-achieving practitioners. Participants receive a highly-regarded BME certificate.

The BME-MCPS is **also available as a specifically tailored in-house training** which can be held at **any of your global and local branch offices**.

Qualified people achieve qualified results – Master Class Procurement Specialist BME™

The BME Master Class Procurement Specialist BME™ (BME-MCPS) is part of the international activities of the BME. Establishing connections between countries and companies in Central Eastern Europe (CEE) has been one of the key tasks over the last years.

Contact



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Module 1 (5 days)

Unit 1:

Principles of Procurement and Supply Chain Management

- Introduction to the BME-MCPS course
- Perspectives and evolution of procurement
- Procurement as a supply chain function
- Procurement politics and objectives
- Fundamentals of strategy development
- External and internal influences on procurement
- Organisational aspects of today's procurement functions
- Core competencies of purchasing employees today and in the future
- Fundamentals of logistics
- Quality management basics
- Cost of quality
- Overview of key procurement levers
- Procurement and supplier manual
- Procurement's role in specification management
- The value added by procurements

Unit 2:

Operational Procurement as Inventory Management, Planning and Replenishment

- Definition of operational, tactical and strategic procurement
- Objectives of inventory management
- Roles and responsibilities associated with replenishment function
- Conflicts of interest with stakeholders
- Inventory classification
- Costs of inventory management
- Inventory performance measures
- Forecasting processes
- Just in time principle
- Kanban, C-parts replenishment, push and pull inventories

Module 2 (5 days)

Unit 3:

Cost Accounting, Price Analysis and Performance Controlling

- Definitions of cost terms and objectives
- Direct and indirect costs, opportunity costs, job costing and process costing principles
- Cost allocation, variable and absorption costing
- Manufacture or buy decision
- Activity based costing
- Costs plus pricing and pricing policies
- Net present value concept
- Internal rate of return
- Pay back costing
- Budget process, managing price variances, standard costs and transfer pricing
- Target costing and life cycle costing
- Value and price analysis based on profit margins

Unit 4:

Strategic and Tactical Sourcing, Tools and Methods

- Procurement strategy definition
- Development and implementation of procurement strategies
- Material group management
- Procurement instruments identification and allocation
- Portfolio analysis
- Supplier evaluation, supplier selection, supplier integration, supplier development, supplier classification and supply market research
- Porter's five forces model, internal demand management, RFI and RFQ process, bid analysis and linear price programming

REGISTRATION FORM

BME Akademie GmbH · Bolongarostrasse 82 · 65929 Frankfurt am Main, Germany



YOUR BENEFITS:

- Increase your purchasing performance in 10 days
- Interactive sessions
- Small group of participants
- Exam directly on-site
- Gain new ideas and inspiration
- Applicable to daily work
- Deep insight into relevant procurement functions
- Benefit from the practical knowledge of our trainers
- Internationally recognised certificate

FACTS

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Module 1: 03/09 – 07/09/2018

Module 2: 15/10 – 19/10/2018

Registration Fee:

€ 4,995 plus VAT

Corporate discount:

Benefit from a 25% discount on your second booking and 50% discount on additional bookings thereafter.

The course fee includes: handouts, coffee breaks in the morning and afternoon, lunch and refreshments.

Confirmation:

Upon receipt of your registration you will receive an immediate confirmation. Please check the spelling of your name and your company's name. Enclosed in the confirmation are the address, the telephone-/fax-number of the conference hotel and the invoice. A description of how to get to the hotel is also included.

Change of Speaker:

If a lecturer should be absent on short notice due to illness or for other unforeseen reasons, the BME Akademie GmbH, in order to avoid cancellation of the event, will make a substitute lecturer available and/or amend the running order of an event, unless this is deemed unreasonable.

Cancellation:

In the case of cancellations made up to 4 weeks before the start of a course, the registration will be cancelled for free and any course fee that has already been paid will be reimbursed. If a cancellation is made up to 2 weeks before the start of a course, a fee of 25% of the net course fee will be charged. In the case of cancellations made less than 2 weeks before the start of the course, a fee of 50% of the net course fee will be charged if no evidence of a deviating amount of damages or expenses can be provided in individual cases. Cancellation fees will not be charged if a substitute participant is listed in the contract. The full course fee will be charged if participants do not attend and have not provided notice of cancellation in advance.

Privacy Policy:

Your data will be stored only for internal processing and advertising purposes of the BME group in strict compliance with the BDSG. The general business terms and conditions of the BME Akademie GmbH are applicable.

Subject to change.

Host:

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Master Class Procurement Specialist BME™

☐ Yes, I would like to register

Delegate 1:

Last name		First name	
Position		Division	
Phone		Fax	
Email			

Delegate 2:

Last name		First name	
Position		Division	
Phone		Fax	
Email			

Company:

Company name			
Street/P.O. Box			
ZIP Code/City		Country	
Date/Signature			

Billing address:

Division			
Street/P.O. Box			
ZIP Code/City		Country	

Internet