



STRATEGIC AND TACTICAL PROCUREMENT

PROCUREMENT STRATEGIES, FUNDAMENTAL TOOLS AND METHODS

The objective of this course is to foster a structured approach to formulating and implementing an effective procurement strategy.

TARGET GROUP: Newcomers to procurement function with basic business knowledge, candidates on a lateral move into a strategic procurement role, new buyers in a materials group management organization (Lead Buyers), buyers in cross-functional/project roles

TRAINING METHODS: Lectures, group discussion, case studies, group work

TRAINER: Hanno Dettlof



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TOPICS

Strategic Procurement

- › Definition: strategic procurement
- › Objectives and organizational aspects
- › Overview: elements of strategic procurement

The Process to Develop Procurement Strategy

- › The 7 steps to formulate procurement strategy
- › Analysis, formulation and implementation
- › Definition: internal and external analysis
- › Porter's 5 forces model
- › Scope model for supplier selection
- › 9 steps for a successful supply strategy presentation

Portfolio Strategy

- › Theoretical introduction to the concept
- › Materials portfolio
- › Supplier portfolio
- › Group exercise with selected materials groups
- › Group presentation
- › Definition of norm strategies
- › Objectives of materials group management

Procurement Levers

- › 7 methods to reduce procurement costs
- › Allocation of selected levers to norm strategies
- › Overview of common levers and characteristics
- › Introduction to management by cockpits
- › 10 top saving initiatives

Supplier Relation Management

- › Definition and objectives
- › Supplier identification and selection
- › Supplier evaluation
- › Supplier development principle
- › Supplier integration
- › Supplier innovation management
- › Supplier Balanced Scorecard

Measuring Procurement Success

- › Savings vs. cost avoidance
- › Contribution of procurement cost & value
- › KPI definition
- › Reporting requirements
- › Performance level tracking
- › Balanced Scorecard principle
- › Dupont model



24. – 25.06.2019
25. – 26.09.2019



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