

Supply Chain Best Practices





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Course Objective

- > Review the meaning of strategic procurement
- ➤ Be given examples of best practices in procurement and the supply chain
- > Review how to obtain best pricing
- > Be taught how to develop spend analysis
- > Develop a functional and cross functional view of the supply chain
- > See that better working with all of the supply chain players pays
- ➤ Consider Key Performance Indicators (KPI's)

Target Audience

- > Contracts, Purchasing, and Procurement personnel
- ➤ Project, Engineering, Operational, and Maintenance, personnel who are involved in the planning, and execution of purchases and contracts
- ➤ Supply, Buying, Purchase, Logistics, Materials and Supply Chain Professionals
- ➤ All involved in the acquisition of materials, equipment, and services and who are in organizations whose leadership want high levels of competency in those involved in these activities
- ➤ Those who need to develop their limited understanding about Logistics and Supply Chain Management
- ➤ Those who are looking for business gains and benefits from managing their supply chains more effectively





Course Outline

- > DAY 1: The System Approach vs. the Traditional Functional Approach
- ➤ What is the goal of Procurement?
- ➤ Developing the Strategic Procurement Plan
- > An Overview of the Procurement Process
- > Procurement as Part of the Supply Chain
- > DAY 2: Developing the Strategic Procurement Decisions
- Make / Buy Decision
- ➤ Vertical Integration
- Alliances and Partnerships
- ➤ Inter-company Trade
- Reciprocity and Counter Trade
- Supplier Strategy
- ➤ The Coordination Strategy
- ➤ The Purchasing Organisation
- > DAY 3: Implementing the Tactical Procurement Decisions
- ➤ Supplier Involvement
- ➤ Value Analysis
- Quality Assurance
- ➤ Supplier Selection
- Supplier Rating and Ranking
- > Contract Management
- ➤ IT Systems and e-Procurement
- ➤ Policies and Procedures
- > Staffing the Procurement Department



> DAY 4: Dealing with Operational Procurement Decisions

- ➤ Selecting the most Appropriate Ordering Process
- ➤ Addressing Quality Issues
- ➤ Follow-up
- Overdue Orders
- > Expediting
- ➤ The Payment Process
- ➤ Reducing the Cost of Procurement: Small Value Purchase Orders

> DAY 5: Contingency Procurement Decisions

- ➤ The Different Contingency Situations
- > Contingency Management
- > Procurement Performance Measurement
- > Spend Analysis
- > Total Cost of Ownership
- ➤ Supplier Performance Measurement
- ➤ Module II Logistics and Supply Chain Management

> DAY 6: Understanding Logistics and the Supply Chain

- ➤ Definitions of Logistics and Supply Chain Management
- ➤ History and the Development
- ➤ Understanding the Supply Chain dynamics
- ➤ International and Global Logistics
- ➤ Supply Chain Operations Reference Models (SCOR)
- ➤ The Theory of Constraints (TOC)



- > DAY 7: Transportation Economics
- ➤ The Role of Transportation in Logistics
- ➤ Management Key Decisions
- > Types of Mode or Intermodal System
- ➤ International Commercial Terms in Transportation and the Liabilities
- > Documentation in Transportation
- > Hazardous Materials Transportation
- > DAY 8: Performance, Risk and Warehouse Management
- ➤ Key Performance Indicators (KPI)
- ➤ Warehouse Management:
- ➤ Role in the Supply Chain
- > Flows
- > Equipment Selection
- ➤ Supply Chain Risks:
- ➤ Operational
- > Inventory
- > Exchange Rates
- > Financial
- Disruption
- > Security



> DAY 9: Procurement in Supply Chain

- > The Difference between Procurement and Purchasing
- ➤ What is the role of Procurement and Purchasing?
- ➤ Support Operational Requirements
- ➤ Manage the Procurement Process and the Supply Base
- ➤ Develop Strong Relationships with Other Functional Groups
- > Team Roles and Responsibilities

> DAY 10: Inventory Management

- > Statistics in Inventory Management
- > Financial in Inventory Management
- ➤ Selective Inventory Control Management
- ➤ Understanding Inventory Status
- ➤ Reducing Excess and Obsolete Inventory
- > Improving the Organisation's Logistics and Supply Chain



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