BLACKBIRD FOR TRAINING

Strategic Purchasing & Supply Management

Kuala Lumpur (Malaysia)

24 - 28 February 2025

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Strategic Purchasing & Supply Management

Code: SC28 From: 24 - 28 February 2025 City: Kuala Lumpur (Malaysia) Fees: 4200 Pound

Introduction

The development and implementation of carefully crafted strategies for the acquisition of all goods, parts, equipment, and services have become a critical issue in all organizations wishing to reduce operating cost while improving quality and productivity. This program explores key concepts of Strategic Cost/Price Analysis, Value Analysis, and Total Cost of Ownership that will move today s supply management organization from its typical tactical focus to the strategic focus needed to successfully implement the processes and methods needed to reach world-class performance.

Course Objectives

- Explore the Elements of Cost In Supplier s Price.
- Understand the differences in international labor rates.
- Understand how to Develop a Purchasing Coding System.
- Learn How Volumes Should Impact Price.
- Discover Supplier s Different Pricing Models.
- Explore Issues of Supplier/Contractor Overhead Expenses.
- Experience the Development of A Purchase Price Index.
- Obtain Supplier's Price Breakdowns.
- Learn how to Get More Time to Work on Strategic Issues.
- Develop Skills in Negotiation Planning and Strategies.
- Understand Methods of Price and Cost Analysis.
- Apply Concepts of Value Analysis.
- Understand the Development of "Should Cost".
- Learn the Types of TCO Systems.
- Learn about the Implementing TCO Analysis.

Course Outlines

Day 1: Setting the Strategic Direction

- Defining the Supply Management Mission and Vision.
- Stages to World Class Supply Management.
- Change and Becoming More Strategic.
- Supply Management Skill Sets.
- Developing the Spend Analysis.
- Creating Time to be Strategic.
- The ABC Pareto Analysis.
- Material/Services Purchasing Code Development.

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Day 2: How Do You Know That you Obtained a Good Price

- Supplier Pricing Models.
- Defining Cost and Price Analysis.
- Difference Between Cost and Price Analysis.
- Selection Tool.
- Methods of Price Analysis.
- Historical Analysis.
- Working with Producer Price Indexes.
- Developing the Organization s Purchase Price Index.
- Estimating Cost Relationships.

Day 3: Getting a Better Price by Analyzing Cost

- Methods of Cost Analysis.
- Major Elements of Cost.
- What and How Important Are Supplier Overheads.
- Sources of Cost Information.
- Developing Should Costs.
- Requesting Supplier Cost Info.
- Issues In Analyzing Supplier Cost Breakdown.

Day 4: Using Price Volume, International Labor, and Value Analysis

- Global Industrial Labor Rates.
- Working With Currency Exchange Rates.
- Cost Volume Profit Analysis.
- Fixed and Variable Costs Defined.
- Use of Cost Volume Relationships.
- Calculating Fixed and Variable Costs Algebraically.
- Defining Value Analysis?
- The Test for Value List.
- The Supplier Value CheckList.

Day 5:Total Cost of Ownership TCO Concepts

- Change in Supply Management.
- Definitions of TCO.
- Objectives of TCO.
- Barriers to TCO.
- Process Flow Diagrams.
- Approaches to TCO.
- Dollar Model.
- Value Model.
- Total Cost Modeling of the Supply Chain.
- Implementing TCO.

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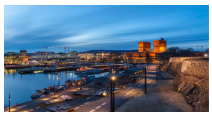
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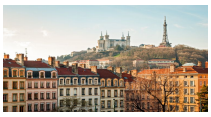
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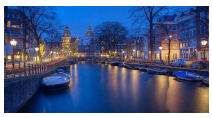
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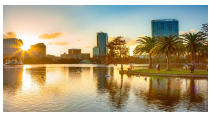
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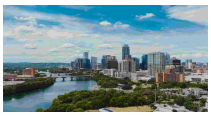
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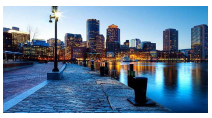
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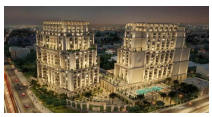
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