

Strategic Purchasing & Supply Management

Baku (Azerbaijan)

22 - 26 September 2025

UK Training

PARTNER

Strategic Purchasing & Supply Management

Code: SC28 From: 22 - 26 September 2025 City: Baku (Azerbaijan) Fees: 4400 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.

A graphic of a chessboard with several chess pieces (a king, a queen, a rook, and a pawn) on it, set against a background of concentric circles. The text 'UK Training PARTNER' is overlaid on the right side of the board.

UK Training
PARTNER

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.

UK Training

PARTNER



Blackbird Training Cities

Europe



Malaga (Spain)



Sarajevo (Bosnia and Herzegovina)



Oporto (Portugal)



Glasgow (Scotland)



Edinburgh (UK)



Oslo (Norway)



Annecy (France)



Bordeaux (France)



Copenhagen (Denmark)



Birmingham (UK)



Lyon (France)



Moscow (Russia)



Stockholm (Sweden)
(Netherlands)



Podgorica (Montenegro)



Batumi (Georgia)



London (UK)



Istanbul (Turkey)



Amsterdam



Düsseldorf (Germany)



Paris (France)



Barcelona (Spain)



Munich (Germany)



Geneva (Switzerland)



Prague (Czech)



Vienna (Austria)



Rome (Italy)



Brussels (Belgium)



Madrid (Spain)



Berlin (Germany)



Lisbon (Portugal)



Zurich (Switzerland)



Manchester (UK)



Milan (Italy)



Blackbird Training Cities

USA & Canada



Los Angeles (USA)



Orlando, Florida (USA)



Online



Phoenix, Arizona (USA)



Houston, Texas (USA)



Boston, MA (USA)



Washington (USA)



Miami, Florida (USA)



New York City (USA)



Seattle, Washington (USA)



Washington DC (USA)



In House



Jersey, New Jersey (USA)



Toronto (Canada)

Africa



Baku (Azerbaijan)
(Thailand)



Maldives (Maldives)



Doha (Qatar)



Manila (Philippines)



Bali (Indonesia)



Bangkok



Beijing (China)



Singapore (Singapore)



Sydney (Australia)



Tokyo (Japan)



Jeddah (KSA)



Riyadh (KSA)



Dubai (UAE)



Kuala Lumpur (Malaysia)



Kuwait City (Kuwait)



Pulau Ujong (Singapore)



Jakarta (Indonesia)



Amman (Jordan)



Beirut (Lebanon)

UK Training
PARTNER

Blackbird Training Cities

Asia



Kigali (Rwanda)



Cape Town (South Africa)



Accra (Ghana)



Lagos (Nigeria)



Marrakesh (Morocco)



Nairobi (Kenya)



Zanzibar (Tanzania)



Tangier (Morocco)



Cairo (Egypt)



Sharm El-Sheikh (Egypt)



Casablanca (Morocco)



Tunis (Tunisia)



Blackbird Training Clients



UK Training
PARTNER

Blackbird Training Categories

Management & Admin

Professional Skills
Finance, Accounting, Budgeting
Media & Public Relations
Project Management
Human Resources
Audit & Quality Assurance
Marketing, Sales, Customer Service
Secretary & Admin
Supply Chain & Logistics
Management & Leadership
Agile and Elevation

Technical Courses

Hospital Management
Public Sector
Special Workshops
Oil & Gas Engineering
Telecom Engineering
IT & IT Engineering
Health & Safety
Law and Contract Management
Customs & Safety
Aviation
C-Suite Training



BLACKBIRD
FOR TRAINING

 International House 185 Tower Bridge
Road London SE1 2UF United Kingdom

 +44 7401 1773 35
+44 7480 775526

 Sales@blackbird-training.com

 www.blackbird-training.com

UK Training
PARTNER

