MERCURY

Strategic Purchasing & Supply Management Conference

25 – 29 January 2027
Vienna (Austria)



Dubai - UAE: +971 4 450 5697
Istanbul - Türkiye: +90 539 599 1206
Amman - Jordan: +962 79 712 3347

MERCURY

Strategic Purchasing & Supply Management Conference

Ref: 8106_1078377 **Date:** 25 – 29 January 2027 **Location:** Vienna (Austria) **Fees:** 5900 Euro

Introduction

Developing and implementing carefully crafted strategies for acquiring all goods, parts, equipment, and services have become critical in all organizations wishing to reduce operating costs while improving quality and productivity. This strategic purchasing and supply chain management program explores key concepts of Strategic Cost/Price Analysis, Value Analysis, and Total Cost of Ownership.

The strategic purchasing and supply chain management conference 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.

The strategic purchasing and supply management conference comprehensively explores the essential purchasing and supply chain management aspects. This event is designed for professionals seeking to enhance their knowledge and expertise in strategic purchasing practices and the integrative role of purchasing within the supply chain.

Participates in the strategic purchasing and supply chain management conference, which emphasizes the significance of a strategic approach in purchasing and the growing importance of purchasing and supply chain management as a competitive advantage in today's global marketplace. By focusing on innovative processes and methods, the conference aims to shape participants into leaders capable of achieving world-class performance.

Role of Strategic Purchasing in Supply Chain Management

Understanding the strategic role of purchasing in supply chain management is paramount for achieving efficiency and effectiveness in an organization's procurement activities. This strategic purchasing and supply chain management conference will examine how strategic purchasing and its integration with supply chain dynamics can create value, drive innovation, and optimize the purchasing process within their respective organizations.

Participants who successfully engage in the comprehensive curriculum of this conference will be exposed to the core principles that outline the pathway to obtaining a purchasing and supply chain management certificate. Such recognition is proof of an advanced understanding of strategic purchasing and supply management.

Dubai - UAE: +971 4 450 5697
Istanbul - Türkiye: +90 539 599 1206
Amman - Jordan: +962 79 712 3347

Targeted Groups

- Procurement Managers.
- Inventory Professionals.
- Supply Chain Professionals.
- Logistics Professionals.

Conference Objectives

At the end of this strategic purchasing and supply chain management conference, participants will be able to:

- Explore the Elements of Cost In Supplier's Price.
- Understand the differences in international labour 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.

Targeted Competencies

By the end of this strategic purchasing and supply chain management conference, Target competencies will:

Dubai - UAE: +971 4 450 5697
Istanbul - Türkiye: +90 539 599 1206
Amman - Jordan: +962 79 712 3347

- Supplier Pricing Models.
- Supply Management Mission and Vision.
- Cost Analysis.
- Use of Price Indexes.
- Price Analysis.
- Preparation for Negotiation.
- Strategic Approaches in Supply Management.
- Developing what the Price Should be.
- Spend Analysis.
- Price/Volume Analysis.
- Value Analysis.
- Total Cost of Ownership.

Conference Content

Unit 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.

Unit 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.

Dubai - UAE: +971 4 450 5697
Istanbul - Türkiye: +90 539 599 1206
Amman - Jordan: +962 79 712 3347

Unit 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.

Unit 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 Cost Algebraically.
- Defining Value Analysis?
- The Test for Value List.
- The Supplier Value Checklist.

Unit 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.

Conclusion and Call-to-Action

As the demand for strategic purchasing and supply chain management accelerates, this conference offers a prime opportunity for attendees to advance their skills in purchasing supply, grasp the importance of purchasing and supply management, and prepare to adopt a transformational role within their organizations. Join this pivotal supply chain management conference to unlock your potential and shape the future of strategic purchasing.