



Procurement and Supply Chain  
Management Best Practices Conference



# Procurement and Supply Chain Management Best Practices Conference

## Introduction

Developing and implementing carefully crafted strategies for acquiring all materials, goods, equipment, and services have become a critical issue in all organizations wishing to reduce operating costs while improving quality and productivity.

This procurement and supply chain management best practices program explores vital concepts forming the basis of procurement and supply chain management. It moves through leading-edge issues that confront organizations today.

Discover upcoming leading-edge insights into the procurement and supply chain management best practices conference. Explore what procurement best practices entail, delve into procurement and supply chain management best practices, and unlock the secrets of best practices in supply chain management.

Elevate your procurement and supply chain management certification expertise and gain a comprehensive introduction to procurement and supply chain management principles. Understand the essence of procurement management and project procurement management best practices while mastering quality management in supply chain management to uncover the significance of procurement management and embark on the journey toward the best procurement and supply chain certification available.

## What Is Procurement and Supply Chain Management All About?

A robust procurement and supply chain mechanism is at the core of every successful business. Procurement management best practices involve strategically optimizing an organization's purchasing activities, ensuring quality materials and services are obtained at the lowest possible cost. Equally, supply chain management best practices encompass the efficient coordination of end-to-end processes from the point of origin to the delivery of the finished product to the consumer.

## Targeted Groups

- 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 are involved in acquiring materials, equipment, and services and are in organizations whose leadership wants high levels of competency in those involved in these activities.
- This procurement and supply chain management best practices conference is for those who need to develop their limited understanding of logistics and supply chain management.
- This procurement and supply chain management best practices conference is for those looking for business gains and benefits from managing their supply chains more effectively.

## Conference Objectives

At the end of this procurement and supply chain management best practices conference, participants will be able to:

- Achieve a thorough understanding of procurement best practices.
- Establish the mission, vision, and knowledge needed to successfully implement the processes and methods required to reach world-class performance.
- Provide an overview of the key drivers involved when viewing supply chains from a logistics/demand point of view.
- Explain what procurement and supply chain management are fundamentally about.
- Review the meaning of strategic procurement.
- Give examples of best practices in procurement and the supply chain.
- Review how to obtain the best pricing.
- Understand 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 KPIs.

## Targeted Competencies

By the end of this procurement and supply chain management best practices conference, the target competencies will be able to:

- Understand the ability to deliver real value in a shorter time.
- Reduce the number of non-value-adding activities.
- Improve relations between personnel, customers, and suppliers.
- Reduce the total cost of ownership.
- Improve supplier performance.
- Analysis skills.
- Evaluation.
- Improvement.
- Change-making.
- Risk Management.

## Conference Content

### Unit 1: Procurement as a Dynamic, Interactive System

- Understand the system approach vs. the traditional functional approach.
- What is the goal of procurement?
- Developing the Strategic Procurement Plan.
- Overview of the procurement process.
- Learn about procurement as part of the supply chain.

## **Unit 2: Developing the Strategic Procurement Decisions**

- Make/buy decisions.
- Vertical integration.
- Alliances and partnerships.
- Inter-company trade.
- Reciprocity and countertrade.
- Supplier strategy.
- The coordination strategy.
- The Purchasing Organization.

## **Unit 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.

## **Unit 4: Dealing with Operational Procurement Decisions**

- Select the most appropriate ordering process.
- Address quality issues.
- Follow-up.
- Overdue orders.
- Expedite.
- The payment process.
- Reducing the cost of procurement: small-value purchase orders.

## **Unit 5: Contingency Procurement Decisions**

- The different contingency situations.
- Contingency management.

## **Unit 6: Procurement Performance Measurement**

- Spend analysis.
- Total cost of ownership.
- Supplier performance measurement.

## **Unit 7: Understanding What Logistics and the Supply Chain Are About**

- Understand definitions of logistics and supply chain management.
- Overview of the interrelations and connections of buying, making, moving, and selling activities.
- History and development.
- Understand the supply chain dynamics.
- Supply Chain Operations Reference Models SCOR.
- The Theory of Constraints TOC.

## **Unit 8: Key Aspects and Rules of Supply Chain Management**

- The cost/service balance.
- Customer service principles.
- Internal organizational structures.
- Inventory principles.
- Lead times throughout the supply chain.
- Add value.
- Production options/changes.
- Trade-off opportunities.

## **Unit 9: The Benefits of Adopting a Supply Chain Approach And Appreciating The Changes Needed To Traditional Ways**

- Understand the sub-functional conflicts.
- Benefits within and between functions.
- Take a supply-chain view of total acquisition costs.
- Accepting that competitive advantage comes from the Supply Chain.
- Look at demand amplification and the Forester effect.
- Appreciate the impact of uncertainty and unresponsiveness.
- See how we currently manage the supply chain.
- Changing the way we manage the Supply Chain for greater effectiveness.

## **Unit 10: Strategic Approaches And Impacts To Supplier/Customer Relationships**

- Learn about practical effects on lot sizes/order quantities.
- Reduce costs.
- Share developments and collaborate.
- Eliminate internal and external barriers.
- Interface versus integration relationships.
- Segmentation and product formatting.
- Understand business strategies and the supply chain.
- Supply chain planning.
- Gain competitive advantage.
- Consider outsourcing.
- Use postponement and consolidation logistics.
- Examine demand planning.
- Approaches of Quick Response QR, Vendor Managed Inventory VMI, and Collaborative Planning and Forecast Requirements CPFR.
- The lean supply chain.

## **Unit 11: Making Supply Chain Improvements and Implementing a Logistics/Supply Chain Management Approach**

- Manufacturing and retailer case studies.
- Overview of the major lessons and critical aspects from experience.
- Oil and Gas in the UK experiences.
- Learn about critical questions to be answered.
- Understand the changes needed with suppliers and customers.
- Understand the changes needed to internal organization and management practices.
- Potential action is needed.
- Do nothing in the future with lessons from experience.
- Guard against futures of higher stock levels and competition gains.
- Break down traditional silo/closed management.
- Learn about the five-step approach to logistics and supplier development.
- The Supply Chain Rules Encore.
- Learn the rules to gain a competitive advantage from effective supply chain management.