



Strategic Sourcing Workshop

(Material Category
Management)

Strategic Sourcing Workshop

This workshop is primarily aimed at Purchasing and Category Managers who wish to apply some of the latest management methods and techniques in how they should manage their respective departmental and category plans.

In today's business environment, managers need to have a firm grasp on the potential impact of how they manage their purchasing spend within their organisation. It is not enough to store this information in one's head without some form of full evaluation and the articulation of those plans.

Documenting well developed strategic plans is a pre-requisite for the modern day purchasing professional. It allows the Purchasing community to think through and develop their strategic thinking, minimises the risks to implementation and is a more professional approach to gaining stakeholder support for such plans.

This two day course takes users through a variety of tools and techniques in how a category or departmental spending plan should be viewed from a strategic perspective. A **brief summary** is provided below:

- **Process initiation.** Before any strategy can take place a clear perspective of the current position needs to be understood and clarified. Process initiation focuses on understanding current performance and setting the scene.
- **Situational Analysis.** This section focuses on understanding the current and forecasted requirements, and the scope for improvement. It also includes the role of eSourcing, total cost of ownership, supplier market research and much more.
- **Strategy Creation.** The application of various tools and techniques in how the current data can be viewed and interpreted from a strategic perspective.
- **Strategy Implementation.** Understanding what are the priorities and recognising the issues that may impede implementation and how those risks are managed.

This workshop will allow Purchasing Managers or Category Managers to achieve the following:

- Apply the latest tools and techniques to develop medium to long term strategic plans
- Understand how the full scope of eSourcing and other modern approaches will impact upon the spend category/ supplier relationships
- Gain more support from internal stakeholders in building and establishing strategic plans and minimise the potential risks to implementation

Although only covered in brief detail above, the course is a very comprehensive and intensive two day workshop that allows Purchasing & Category managers to learn of all the latest tools and techniques in how they should be pro-actively managing their spend/ supplier relationships.

For further information on this workshop please contact Adrian Finn on 0207-100-5365 or via email adrian.finn@esourcingsolutions.co.uk.



Booking Form

Please complete the form and fax to 0845-299-1102 or post to the address at the bottom of the page

Course Title: Strategic Sourcing (Category Management) Workshop	Course Date & Venue (refer to website for details)
Organisation name:	Name & position:
Email Address:	Mobile no:
Office no:	Fax no:
Company Address:	Billing address (if different from Company Address)
Cost: £1600	Discounts: Group discounts are available & existing clients receive a 10% automatic discount

Participants signature

Signatures confirm the booking & acceptance of the cancellation policy. Bookings cancelled within 10 working days will be charged at 50%. Cancellations received within 5 days will be charged in full.

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