



eSourcing Strategy Workshop

Workshop Introduction

This workshop is primarily aimed at senior managers who have responsibility for implementing various forms of eSourcing Solutions within their organisation.

In today's business environment managers need to have a firm grasp on the potential impact of eSourcing and how it can transform purchasing performance. It is no longer sufficient to have just implemented several reverse auctions and claim that it is progress. eSourcing goes much further and extends to e-RFx(s), contract management, spend analytics and effective process implementation.

A fully developed eSourcing strategy can help Purchasing functions transform their performance and how they are perceived by their stakeholders. Other benefits are summarised below:

- Achieving a step change in the amount and speed at which savings are generated and ensuring that the momentum is maintained
- Take a much more pro-active stance in determining how saving targets are identified and assessed
- Demonstrate to other internal stakeholders that Purchasing is in control with a well developed strategy and that it has been fully assessed the potential benefits and the implementation costs

This type of workshop is unique as other organisations are restricted to marketing either their own solution or the software of their partners. eSourcing Solutions has no such restriction as we do not own any software or have any partner agreements with any software providers. We have access to numerous applications, but remain independent.

In this two day course we engage several providers who each have different strengths/weaknesses and cost propositions. These are discussed as part of a group and are assessed in how they might fit into your relevant strategy. Developing an effective eSourcing Strategy is not just about IT solutions as we cover other such important issues as (but not limited to):

- How two leading FTSE 100 global organisations implemented eSourcing and their learning experiences
- The importance of an effective eSourcing methodology
- Resourcing an eSourcing team
- Cost Reporting and capturing benefits

This workshop will enable managers to have a firm grasp on the full scope of the eSourcing, its' benefits vs cost, some of the lead players in each field and what they need to consider in implementing an eSourcing strategy.

Day 1: eSourcing Strategy Workshop

Coffee at 9:00am

Workshop commences @9:30

Objective: The purpose of day one is to highlight the extent of eSourcing and its potential benefits, comparing a comprehensive eSourcing platform vs limited functionality applications and single solution providers.

Introduction to eSourcing

9:30 Introductions and an understanding of each participants' experience of eSourcing

10:00 The importance of eSourcing to a Purchasing/Supply Chain Strategy

10:15 Overview of the different eSourcing tools and the value they provide

10:45 A demonstration from a relatively low cost/simple eSourcing solution provider. Brief overview of costs and payment options.

11:30 Coffee break

11:45 Workshop discussion of benefits and drawbacks of the presented solution

12:30 Lunch

Review of alternative eSourcing applications

1:30 Review of additional functional & technical requirements

2:00 A demonstration from a relatively high cost/advanced eSourcing solution provider. Brief overview of costs and payment options.

3:15 Coffee break

3:30 Workshop discussion of benefits and drawbacks of the presented solution

4:00 A demonstration of a single eSourcing solution provider (contract management) and a review of other competent single eSourcing tool providers. Brief overview of costs and payment options.

4:45 Workshop discussion of benefits and drawbacks of the presented solution

5:00 Single eSourcing providers or the best of breed approach?

5:15 Workshop finishes

Day 2: eSourcing Strategy Workshop

Coffee: 9:00am

Workshop commences: 9:30

Objective: The purpose of day two is to focus less on IT related issues and more on what it takes to drive and embed an eSourcing programme. The emphasis on day two is also very much on audience participation.

Implementation experiences

9:30 Workshop discussion on the barriers affecting the implementation of an eSourcing programme

10:00 A review of two leading global FTSE 100 organisations and how they have managed their eSourcing implementation.

This section will focus upon several issues including how their strategy evolved, the % of spend addressed by eSourcing, process change, issues encountered and how they scaled up for the activity and much more.

11:15 Coffee break.

eSourcing Process Improvements

11:45 Review of an eSourcing methodology and the importance of defining a process

12:30 Lunch

1:30 Defining cost savings/benefits for the different solutions and establishing a business case for further investment

2:30 Setting realistic savings targets from your eSourcing activity

3:00 A review of the different options for resourcing for an eSourcing programme

3:45 Coffee break

Developing the eSourcing Strategy

4:00 Workshop review of all the components required to build an effective eSourcing Strategy

5:15 Workshop finishes



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: eSourcing Strategy 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: £1800	Discounts: Group discounts are available and existing clients receive a 10% automatic discount

Participants signature

Signatures confirm the booking and 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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