



Course Name

# MODERN METHODS OF PROCUREMENT AND COST ANALYSIS ARTS

To ensure that this occurs requires a complete understanding of the needs of the organisation, and the capabilities in the supply market.



Reach New Heights | Training & Consulting  
An ISO 14001:2015 ISO 9001:2015 Certified Company



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Duration:  
**Five Days**



Location:  
**TBD**



Date:  
**TBD**





# Few Words About Boost

Our solutions are fully customized and designed based on the needs of our clients

BASED IN ABU DHABI  
**SINCE 2001**  
WE HAVE A PROVEN TRACK



## VISION

"The only thing worse than being blind is having sight but no vision".

To be recognized as the partners' first choice in the field of Learning and Development locally and globally



## MISSION

Enable our partners achieving their objectives

by designing innovative learning and development solutions which will boost people performance and business results as well.



## VALUES

Driven by five core values which will form the basis for every decision...

- ✓ Result Orientation
- ✓ Partners' Success
- ✓ Passion
- ✓ Commitment
- ✓ Innovation

## Why Us?

- |   |   |                                     |
|---|---|-------------------------------------|
| <b>01</b> Interactive Engaging Courses    | <b>04</b> Global Training Centers               | <b>07</b> Advanced Reporting System |
| <b>02</b> Recognized Certificates         | <b>05</b> In-House & Customized Courses         |                                     |
| <b>03</b> Wide Range Of Training Subjects | <b>06</b> Internationally Certified Instructors |                                     |



**10,000 People Trained a Year, with 98% Satisfaction Rating**

Our talented team of international instructors have exceptional credentials complemented by practical, real-world experience.

## SUSTAINABLE SUCCESS

Ever since the firm was founded, Excellence, in one form or another, was part of its credo. The prospect of doing a good job might help a company climb the success ladder but it won't keep the company 'up there'.



**American Welding Society**  
EDUCATIONAL INSTITUTION MEMBER





# COURSE INTRODUCTION

MODERN METHODS OF PROCUREMENT AND COST ANALYSIS ARTS



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Purchasing is one of the most important functions for successful organisations, whether it is selecting and applying the appropriate methodologies to ensure value for money or monitoring high quality delivery by suppliers which requires collaboration across all functions and a strong contractual underpinning of the supplier relationship. To ensure that this occurs requires a complete understanding of the needs of the organisation, and the capabilities in the supply market.

## OBJECTIVES

- ✓ Be more effective in managing purchasing
- ✓ Develop appropriate strategies for delivering value
- ✓ Use appropriate methodologies for managing suppliers
- ✓ Be able to use tendering, negotiation and other techniques
- ✓ Enhance value obtained from suppliers
- ✓ How to measure and improve the performance of the Purchasing function

## TRAINING METHODOLOGY

**THIS COURSE USES A HIGHLY INTERACTIVE AND USES A VARIETY OF TOOLS LIKE :**

- ✓ Presentations and Lectures
- ✓ Individual Exercises
- ✓ Team Exercises
- ✓ Case studies
- ✓ Videos.





# Course Outline

MODERN METHODS OF PROCUREMENT AND COST ANALYSIS ARTS



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## THE BASIS OF PURCHASING MANAGEMENT

- **PRINCIPLES OF GOOD PROCUREMENT WITHIN THE SUPPLY CHAIN**
  - Understanding the Supply Chain
  - Requirements and Specifications
  - Spend mapping
  - Supply Segmentation
  - Price, cost and value
- **PRINCIPLES OF GOOD MANAGEMENT**
  - Strategy, vision
  - Objectives of Purchasing management
  - Organisational structure



## SOURCING AND SUPPLIER MANAGEMENT

- **APPROPRIATE SOURCING TECHNIQUES**
  - Tendering
  - Open, Restricted, negotiated, competitive dialogue.
  - PQQ – pre-qualification questionnaires
  - Tender evaluation
  - Negotiation
  - Electronic procurement
  - E-auctions
  - Assessing and allocating risk
  - Identifying Risk
  - Mitigating Risk
  - Approved supplier lists and blacklists





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## RISKS AND OPPORTUNITIES IN THE SUPPLY MARKET

- Supplier management and development
  - Supplier evaluation
  - Partnerships and alliances
- Supplier development
  - local supplier development
  - Corporate social responsibility
  - Ethical and environmentally responsible sourcing



## MANAGING SUPPLIERS

- Managing partnerships
  - Appropriate opportunities for partnering and alliances
  - Structure of partnerships
  - Duration and end of partnership arrangements
- managing non-critical suppliers
- negotiation
- managing service suppliers
  - service level agreements
- supplier non-conformance and corrective actions



## MEASURING PERFORMANCE AND LEADING CHANGE

- Measuring performance
  - Key performance measures
  - Financial measures
- Leading change
  - Ensuring cross functional collaboration
  - Promoting purchasing to the organisation
  - Stakeholder analysis
- Action planning
- Bottom of form





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THANK YOU

For any clarification or information. Please do not hesitate to contact us

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