



# Course: Strategic Sourcing

Duration: 2 Days

Program Code: LESS13-2

## Strategic Sourcing

Sourcing expenses can be 40% to 70% of the total revenue of companies. With outsourcing, this proportion is on a continuous increase. Local decisions of choosing vendors and cost based purchases can have disastrous long term consequences. Especially for companies having a global business these decisions can create a havoc in the financial statements.

The two day workshop on Strategic Sourcing has been specifically designed to equip decision makers with easily usable tools and thus be able to design a robust sourcing strategy for their firms. The workshop will convince the audience to look at sourcing from a much larger vision that that of a set of transactions aimed at minimising costs.

## Target Audience

**Participant profile:** Senior Decision Makers, Head of Materials and Sourcing, Procurement Managers and Commercial Heads.

**Industry profile:** Consumer Products Group, Retail, Pharmaceuticals, Automotive and Industrial goods.

## Program Details

### Session 1: The strategic sourcing framework

- Listing the various decisions under the framework of strategic sourcing
- Understanding the costs affected by sourcing decisions
- Long term and short term consequences of sourcing decisions

### Session 2: Purchasing Strategy development

- Linking the business strategy and purchasing strategy
- Identify critical variables in developing the purchasing strategy
- Analysing outsourcing in the strategic framework

### Session 3: Vendor Evaluation and Sourcing

- Creating a process of selection of new

- vendors
- Designing comprehensive criteria for assessing vendors
- Extending corporate TQM to vendors

### Session 4: Vendor Quality Management and Certification

- Understanding the vendor side processes of ISO 9000
- Comprehensively defining 'quality' for vendors
- Positively influencing quality of vendor's products / processes

### Session 5: International Purchasing

- Documenting the international sourcing process
- Understanding the documents in international sourcing

- Introduction to Incoterms and other regulations

### Session 6: Global Sourcing

- Understand the reasons for global sourcing
- Scaling up on the global sourcing maturity model
- Benefits of taking a worldwide perspective of sourcing

### Session 7: Risk Management

- Classification of vendor side risks
- Tools to identify and prioritise risks
- Clarification of possible risk management strategies

### Session 8: Sourcing Analytics

- Identifying areas of application of analytics
- Introduction to tools of spend analysis



For more information contact your local office or visit our website [www.LogisticsExecutive.com](http://www.LogisticsExecutive.com)

Document Ref: 040413