



Course: Supply Chain Finance

Duration: 1 Day

Program Code: **LESCF13-1**

Supply Chain Finance

This one day workshop links supply chain management to the financial systems and objectives of the corporation. It emphasizes how the supply chain creates value for both the shareholders of the company and the stakeholders affected by the company's operations. The seminar links both traditional products and supply chain solutions by considering the treatment of four 'pillars' of trade finance.

Target Audience

Who should attend: Any individual who is connected with financing functions in an organization and those who are responsible for developing the strategy for SSCM should attend this program.

Participant profile: Bank Relationship Managers, Corporate Finance and Treasury Specialists, International Traders, Supply Chain and Procurement Specialists.

Industry profile: All sectors.

Benefits of attending this Program: At the end of the course you will be able to:

- Develop an overview of the state of the supply chain finance value proposition.
- An appreciation for the scope of supply chain finance across customer segments and in markets.
- A comprehensive view of client needs and emerging best practices in trade and supply chain finance.

Pedagogy: The sessions are a combination of lectures and cases from the manufacturer, distributor, and retailer perspectives that are rich with data.

Program Details

Session 1: Overview of the Supply Chain:

- How the value proposition evolves in supply chain finance
- Aligning physical & financial flows
- Supply chain finance: three state of technology
- Non-bank providers of SCF

Session 2: Supply Chains: What Evolutions Relate to Finance?

- Supply chain extension and compression

- Collaborative supply chains
- End-to-end demand management
- Revisiting event-based finance

Session 3: Financing and Supply Chain Management

- Key trends in supply chain management
- Contrasting domestic & international supply chains
- Supply chains and emerging markets
- Aligning financial and physical supply

chain metrics

Session 4: Transactional Considerations of Supply Chain Finance

- Key trends in supply chain management
- Contrasting domestic & international supply chains
- Supply chains and emerging markets
- Aligning financial and physical supply chain metrics



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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



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