



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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Document Ref: 040413



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:

Supply Chain Risk Management

Duration: 3 Days

Program Code: LSCMR13-3

Supply Chain Risk Management

The Risks in your Supply Chain affect everyone – Marketing, Finance, Operations, Risk Management, Budgeting, Legal and the Supply Chain management team and If your organization depends on a supply chain for survival and growth, then Supply Chain risk is a factor that needs to be considered. Anyone directly or indirectly involved in the supply chain within an organization is continually at risk for some type of disaster or interruption – that causes at a minimum of lost time and money and at worst, closure of business.

Loss from inadequate SCM risk management can be much worse without a common understanding and plan across an organization from Finance to Legal to Operations. You've got to know the risk you face, understand the factors in your situation and have a flexible plan in place.

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: CFO's, VPs Finance, Insurance/Risk Management Professionals, Corporate Council, Supply Chain Directors and Supply Chain Managers.

Benefits of attending this Program:

At the end of the course you will be able to:

- Explore models for managing and planning for uncertainties and risk
- Understand the key supply chain risks and how these are interrelated
- Evaluate identify and address supply chain risks within a six-step framework
- Quantify unforeseen risks such as changes in regulatory environments and shifts in customer demand
- Overcome the internal challenges impeding the development of risk strategies
- Learn to embed risk management into daily supply chain activities
- Understand the categories of global supply chain risk challenges, with ways to identify and address such risks.
- Determine the key stakeholders in each segment of your supply chain and how they can implement their risk management strategies
- Determine your supply chain risk appetite
- Explore the current state of measurement metrics focused on supply chain risk management
- A comprehensive view of client needs and emerging best practices in trade and supply chain finance.



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Course:

Supply Chain Risk Management

Duration: 3 Days

Program Code: **LESCMR13-3**

Program Objectives

- Identify and overcome the top internal challenges impeding the development of an effective supply chain risk management strategy
- Understand the categories of global supply chain management risk challenges, with ways to identify and address those risks
- Utilize a five-step framework to address the management and mitigation of supply chain risks

Program Details

Day One

Introductions and Expectations – 30 minutes

Introductions of workshop participants, identify individual expectations and learning objectives, and review overall training objectives.

Session 1 - Review the Concepts of Supply Chain:

- Provide an overview of the fundamental understanding of global supply strategy, how it has changed, and where it is heading.
- What makes up a supply chain? In terms of physical, informational and financial flows.
- Global Supply Chain Challenges - Understand and learn how to balance the three key supply chain performance objectives

Session 2: Supply Chain Risk Management

- Why is the topic of supply chain risk so important today?
- Understanding why there is increasing occurrence of supply chain risk
- How do executives currently view supply chain risks, and how is that changing?

Session 3: Which Supply Chains are the Most Vulnerable to Risk?

- Here, you will learn to determine which links in the supply chain are most susceptible to risk and which segments are the most vulnerable.

Session 4: How Do You Identify and Measure Risks in the Supply Chain?

- You will be sensitized to understand what risks exist, where risks arise, and how these risks affect the supply chain. Learn to detect risk at any level.

Day Two

Homework Case Study Exercise for Day Two

- Participate in a joint case study exercise to help recognize and respond to a risk management situation.

Session 5: Supply Chain Risk Categories

- Outline the seven categories of supply chain risk, along with specific examples

Session 6: Supply Chain Risk Assessment and Quantification of Risk

- Explore current methods of assessment and quantification of risk
- Other Quantitative and Qualitative Methods

Session 7: What are challenges that need to be overcome in strategy formulation or actual occurrence?

- Outline the top five internal challenges slowing the development of supply chain risk management strategies and how to overcome them

Session 8: A working definition of Supply Chain Risk Management

- You will be provided with working definitions that can be tailored to your organization to help understand and promote company buy-in

Day Three

Homework Case Study Exercise for Day Three

- Participate in a joint case study exercise to help recognize and respond to a risk management situation.

Session 9: Review of how supply chain professionals currently view supply chain risk

- How do recognized leaders identify and measure supply chain risk?

- Outline and understand the common traits of innovators and leaders
- What do these innovators do differently?

Session 10: The Context to Enterprise Risk Management

- To understand the proper context of supply chain risk in an ERM framework
- To understand the potential for conflict in goals
- Outline the current maturity of practice

Session 11: Getting Your Organization and Company Focused on Supply Chain Risk

- Review of tools and methodologies to formulate a supply chain risk management framework within your organization.

Session 12: Formulating a Supply Chain Risk Strategy Framework

- You will be provided with an outline of the Six Step Implementation Process
- Examples of management metrics will also be provided;
 - Legal & Regulatory
 - Risks To Brand
 - Economic
 - Natural, man-made or biological disasters
 - Product
 - Operational

Session 13: Reviewing your plans and putting it all together

- A final wrap-up of the workshop will summarize key learning, revisit participant expectations, and address any final questions



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