



March 28th and 29th,

2022



09:00am
to 05:00pm



Pakistan Society for
Training & Development



SUPPLIER SUCCESS MASTERCLASS

PROCUREMENT & VENDOR MANAGEMENT

NOMAN LUTFI

INTRODUCTION

An organization could work with a few, dozens, or even hundreds of different businesses and individuals that provide goods and services to it and are considered its vendors. The term vendor management describes the activities included in researching and sourcing vendors, obtaining quotes with pricing, capabilities, turnaround times, quality of work, negotiating contracts, managing relationships, assigning jobs, evaluating performance, and ensuring payments. It requires a lot of skills, resources, and time. Though many business owners believe that vendor management is simply about finding the supplier with the cheapest price for a product or service, it's about more than that.

LEARNING OUTCOMES

- ✓ Your understanding of the fundamentals of supply chain management and procurement role in SC as well as business.
- ✓ Appreciate the learning on Vendor Management process and how to drive it efficiently.
- ✓ Learn how to design and implement the procurement policy and other systems to effectively run procurement functions through proper VM processes.
- ✓ Equipped yourself with VM performance measurement through Score Card and see its effectiveness through a set of KPI's.
- ✓ Understand your importance as a Procurement Leader and you see how to structure it right to start reaping fruits.



Fees
36,500+Gst

LOCATION
PSTD KARACHI

MODE
CLASSROOM



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WHO SHOULD ATTEND

This course is designed for Supply Chain and procurement teams, managers, Supply planners, Operations Managers, Coordinators, Factory managers, responsible for directly or indirectly in the Procurement process.

Also, managers and senior team members of Marketing, Sales / TM for Promo items or NPI buying, Sales, Trade category, sales operations and business Finance teams to attend.

COURSE OUTLINE:

- ✔ What is the model of the supply Chain Function and its holistic approach?
- ✔ How Supply Chain add value to a company and where procurement is placed in Supply Chain and what role it plays.
- ✔ How to run the complete model of Procurement and Vendor management and reap benefits.
- ✔ Why negotiation is important for procurement and how to do effective negotiation by understanding the whole process.
- ✔ Vendor development process.
- ✔ Learn procurement strategies and modern approaches used in the vendor management process.
- ✔ How you play as leader of the function by up-skilling the game.
- ✔ What is meant by strategic sourcing and how the World Class manufacturing process evolved.
- ✔ Compliance plays a key role in the procurement process and how it's being maintained throughout the process.
- ✔ How to measure Procurement performance through key KPI's and develop procurement score card.
- ✔ Holistic View of SC Model and its value addition to the business.
- ✔ How Procurement elevated from Operational role to strategic role and support business.
- ✔ World class and strategic procurement deliverables and importance of Compliance in procurement.

TRAINING METHODOLOGY:

Training is in the pattern of Coaching, two-way discussions and Exercises are involved in the learning process to grasp more.



TRAINER'S PROFILE

E2E Supply Chain Consultant, Trainer and Mentor, Chartered Member of CLIT (UK), Board Director of GSI Pakistan, Vice President SCAP & Regional Advisory Board Member (EMEA-Region) of ISCEA Pakistan.

Mr. Noman also served as Manufacturing/Supply Chain Director, Management Committee member (MC) in Unilever Pakistan & Unilever Sri Lanka(as International Assignee) for 6 years. He served as Board of Director for 4 years in capacity of Executive / Non-executive Board member of Unilever Pakistan Foods Limited. He also served for three years as Group GM Integrated SC and MC / Executive Leadership Team (ELT) in EBM.

He served Department of Applied Chemistry and Food Science at University of Karachi as Cooperative Teacher and also served as HR Visiting Faculty Lecturer at Next Campus Colombo, Sri Lanka affiliated with Birmingham City University, UK.

