



PROCUREMENT & BEYOND

**Make the Fundamentals of
Procurement Work for You**

Course Expert:

Eng. Noman Ali

Founder & CEO, Supply Chain Talks
Founding & Core Committee Member,
Supply Chain Association of Pakistan (SCAP)





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Mr. Noman Ali has over 20 years of operational and strategic experience in the areas of Supply Chain Management, Leadership, World Class Procurement, Business Process Optimization, and Digital Transformation, mainly in Multinational Organizations

Noman has spent his professional career in various areas of Operations, Supply Chain Management, and Leadership across multiple industries, like Pharmaceutical, Textile, Engineering, FMCG, Trading, Chemicals, Cables. He has dispensed leadership roles at both country and regional levels in Pakistan, Oman, and Saudi Arabia. Unilever, Coats Plc, Sandoz-Novartis, Sanofi, Siemens, and Sherwin-Williams are few of the companies that Noman has worked with during his corporate career. Within those 20 years, he has mentored, coached, and taught many in the domain of supply chain management, logistics and operations. He has a keen interest in developing young people and spends time on mentoring young / middle management professionals

Presently, Mr. Noman is the CEO & Founder of Supply Chain Talks and is actively engaged in supply chain and operational consultancy, training, and executive headhunting. His clients are leading organizations both in Saudi Arabia and Pakistan, such as DHL Global Forwarding, Binzagr Company, LogiPoint, National Biscuit & Confectionary Company, National Food International Company, Mosanada Logistics Services, Matrix Pharma, English Biscuits Manufacturers, and United Energy Pakistan. In addition, Mr. Noman Founding Member and Executive Committee Member of Supply Chain Association of Pakistan. Currently he also engaged as the Country Representative – KSA and Middle East Knowledge Partner for VCARE Academy, Canada.

Noman has a Bachelor's degree in Electronics Engineering from Ghulam Ishaq Khan Institute of Engineering Sciences and Technology, Pakistan, a Master's degree in Business Administration from Institute of Business Administration, Pakistan, a Professional Diploma in Supply Chain Management from PIM, Pakistan, CSCM® certification from GAQM, and Strategic Procurement Master (SPM) Diploma from ANSI, USA.

OVERVIEW

Procurement is an integral function within the supply chain domain. It is responsible for the total spend of the organization, irrespective of the type of organization or industry. Procurement is a concept and process that goes beyond the simple traditional task of buying.

An organization's profits are positively impacted by effective and efficient implementation of strategic procurement by identifying the key spend areas. This 18-hour online workshop provides delegates with practical Procurement skills that provides a competitive edge across their relevant sectors. This course is designed to present the fundamentals along with key concepts to equip procurement professionals with strategic procurement process and support the organization to transition towards a world class procurement organization.

KEY BENEFITS

On the course you will:

- ▶ **Strengthen** your understanding of the fundamentals of supply chain management
- ▶ **Appreciate** the evolution from purchase to procurement to strategic sourcing, supporting the organization's business strategy, goals & objectives
- ▶ **Confidently** design and implement the roadmap to a world class procurement organization
- ▶ **Equip** yourself with the procurement tools, sourcing strategies, effective negotiations, and performance management to evolve into a procurement leader
- ▶ **Position** yourself as a procurement leader and your function as world class that maximizes benefits across the organization

COURSE REQUIREMENTS

Delegate must meet two criteria to be eligible for Certificate of Completion for the course:

- ▶ Satisfactory attendance - delegates must attend all sessions of the course. Delegates who miss more than 1 hour of the course sessions will not be eligible to sit the course assessment.
- ▶ Successful completion of the course assessment.
- ▶ Delegates who do not meet these criteria will receive Certificate of Attendance. If delegates have not attended all sessions, the Certificate will clearly state the number of hours attended.

WHO SHOULD ATTEND

This course is designed for directors, managers, coordinators, supervisors, engineers, assistants, officers and administrators responsible for directly or indirectly procurement, purchasing, supply, planning, supplier management, contract management, and operations.

It will be invaluable to salespeople and operations wishing to understand the buyer's mindset.



WORKSHOP OUTLINE

Day 1- Agenda

- ▶ **Introduction to Supply Chain Management**
 - Evolution of Supply Chain Management
 - Fundamentals of Supply Chain
 - Components of Supply Chain
 - Supply Chain Model
- ▶ **Significance of Supply Chain in Business**
- ▶ **Introduction to Procurement**
 - Procurement vs. Purchase
 - Purchase Process
 - Vendor Management
 - Procurement Role in Organization
 - Procurement Strategies
 - Procurement Tools
- ▶ **Procurement Leader**

Day 2 - Agenda

- ▶ **Inventory Types**
- ▶ **Strategic Sourcing**
 - Importance of Strategic Sourcing
 - Implementation of Strategic Sourcing
 - Benefits of Strategic Sourcing
 - Massin Model
 - RACI Matrix
- ▶ **Paetro Principle**
- ▶ **Supplier Relationship Management**
 - Kralijic Matrix
 - Supplier Relationship Management Process
 - Supplier Relationship Management Strategies
 - Advantages of Supplier Relationship Management

Day 3 - Agenda

- ▶ **World Class Procurement**
 - Basic of World Class Procurement
 - Key Characteristics of World Class Procurement
 - Roadmap to World Class Procurement
- ▶ **Effective Negotiations**
 - Should I negotiate?
 - Position based vs Interest based
 - Types of Negotiations
 - Effective Negotiation Skills
 - Stages of Successful Negotiations
- ▶ **Compliance in Procurement**
 - Understanding Corporate Compliance
 - Importance of Compliance
 - Steps to Compliant Procurement
- ▶ **Key Performance Indicators**

ABOUT THE COURSE

- ▶ **Pre-Requisites**
 - None
- ▶ **Delivery Methodology**
 - Online & Face to Face
- ▶ **Course Language**
 - English



3-Day Workshop



OUR SERVICES

Consultancy

Training

Headhunting

AI Solutions



Saudi Arabia

2162, Ar Riyadh District,
Jeddah 23838,
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Pakistan

505, Amber Estate,
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