



THE ART & SCIENCE OF PROCUREMENT

Course Expert:

Mudasser Ali Khan

MBA, CSCP, PGD, CSCA, DILT, SSYB, TTT, Ph.D. Scholar

Supply Chain & Procurement Professional

Teacher & Trainer | Speaker | Consultant





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Mudasser Ali Khan is a seasoned professional and certified trainer in Procurement & Supply Chain having a diversified experience of over 17 years in Textile and Oil & Gas Sector. Graduated as MBA in Supply Chain, he is a Certified Supply Chain Professional (CSCP) from APICS (USA), Certified Supply Chain Analyst (CSCA) from ISCEA (USA) and also a holder of Post Graduate Diploma in Supply Chain from IBA, Karachi. He is currently a PhD Scholar in Supply Chain Business Management at Iobm, Karachi.

Mudasser has also attained number of international certifications including CPPP, TTT, DILT, CMILT, DSCM. He is also a consultant, researcher and an independent evaluator, mentor & facilitator in the field of Procurement and Supply Chain.

Mudasser is trained 250+ participants in the given area of Procurement, Inventory & supply chain management

COURSE OVERVIEW

Procurement management is called "source-to-settle" process. It encompasses the evaluation, selection, and creation of formal contractual agreements as well as managing the company's ongoing supplier relationships. Procurement is a complex discipline spanning many interrelated activities.

Procurement management supports operational requirements, manages supplier base effectively & efficiently and to develop strong relationships with external and internal sources of the company. It eventually supports organizational goals and objectives.

The objective of this course is help understand the procurement management under the umbrella of Supply chain management. The course will cover the major aspects of procurement management including P2P cycle, planning, spend management, contract management & negotiation.

KEY BENEFITS

On the course you will:

- ▶ **Strengthen** your understanding of the fundamentals of supply chain management
- ▶ **Appreciate** the importance of procurement and its role in creating value for the business
- ▶ **Confidently** design, manage spend analysis and implement commodity strategy for the organization.
- ▶ **Equip** yourself with the right tools and strategies to implement and execute effective procurement management & strategies for the organizations to achieve win-win scenarios.
- ▶ **Position** yourself as a Procurement leader to manager risk for your organization by strengthening the overall procurement process through effective measurement and control.

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 all function of the business organization, encompassing, but not limited to, procurement, supply chain, logistics, sales, finance, administration professionals of the organization.

Target audience is managers, coordinators, supervisors, logistics planners, assistants, officers and administrators responsible for directly or indirectly of procurement, contract negotiation, contract management, supplier management, customer management and operations.



WORKSHOP OUTLINE

▶ **Supply Chain Management – Overview**

- Typical Supply Chain
- Manufacturing & Services Supply Chain
- Vertical Integration
- Real Time Supply Chain
- Supply Chain Drivers
- Efficient Vs. Responsive Supply Chains

▶ **Understanding Procurement**

- What is Procurement ?
- Sourcing + Purchasing = Procurement
- Goals of Procurement
- 7 R's of Procurement

▶ **Procure to Pay Cycle**

- Source to Pay & Procure to Pay
- P2P Process Map
- Accounts Payable Management

▶ **Strategic Procurement Planning**

- Procurement & Supply Chain Strategy
- Strategic Procurement Cycle
- Procurement Policy
- Annual Procurement Plan

▶ **Spend Management & Commodity Strategy**

- Steps in Spend Management
- Identifying Savings through Spend Management
- Effective Commodity Strategy
- 80-20 Rule

▶ **Buyer- Supplier Relationship**

- Levels of Buyer-Supplier Relationships
- Strategies for better relationships
- Dealing with unsuitable suppliers.

▶ **Contract & Negotiation Management**

- Types of Contract / Agreement
- Essentials of Valid Contract
- Negotiation Objectives, Techniques & Tactics

ABOUT THE COURSE

▶ **Pre-Requisites**

- None

▶ **Delivery Methodology**

- Online & Face to Face

▶ **Course Language**

- English

3-Day Workshop





OUR SERVICES

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