



DATE: **STRATEGIC PROCUREMENT**

Requirements definition plus objective scoring is the key.

In many cases, the winner in a procurement contest is chosen after many rounds of presentations. From the outset, it is very important to define just what the imperative features are, ignoring at first the desirable features. Any competitor failing to satisfy all of the imperative features should be automatically eliminated from further consideration. Applying these rules can make a major, measurable improvement in the effectiveness and efficiency of the procurement process. In this workshop, you will learn about these and be provided with take-away tools for use back at your work station.

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Timing:

STRATEGIC PROCUREMENT MASTERCLASS

Objectivity is the key

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Applied Future Studies

INTRODUCTION

This program is an important member of our corporate management performance improvement training and implementation sequence.

In the early stages of growth, most organizations rely on third parties to supply the goods and services to build their output value. Core team salaries are usually the foundation in-house expense.

As the organization grows, specialist in-house competencies are developed in order to improve the bottom line. The comparison of the consequences of in-house versus outsourcing is a continuous process.

Strategic procurement is a technique for comparing the benefits and risks of the in-house alternative with a very well chosen set of external providers.

At Amplios, we have developed a set of automated tools to assist with this process.

OBJECTIVES

Upon completion of this training program participants will be able to return to their workplaces and:

- Identify procurement points in the value chain
- Conduct a spend analysis
- Build a simulated procurement study

TRAINING METHODOLOGY

We emphasize learning by doing. After explaining the planned outcomes and our path towards achieving them, we communicate the learning messages in small chunks. These are reinforced by brief video examples, case studies from our experience and cases from the participants' experiences. Group exercises using interactive software and audience opinion polls are employed. We take care to avoid information overload.

During the training, we check progress via training effectiveness testing using the Kirkpatrick Model to measure reaction, learning, behavior and results.

IMPACT ON THE ORGANIZATION

The program is designed to have impacts such as improvements in:

- Understanding of the entire procurement process
- Spend analysis
- Management of suppliers
- Linkages between procurement and marketing

IMPACT ON THE PARTICIPANT

The program is designed to have impacts such as improvements in:

- Managing job-related procurement
- Supervising procurement teams
- Readiness for promotion

WHO SHOULD ATTEND?

The program is designed for:

- Procurement Officers
- 'C'-Level Executives
- Business process supervisors

STRATEGIC PROCUREMENT MASTERCLASS

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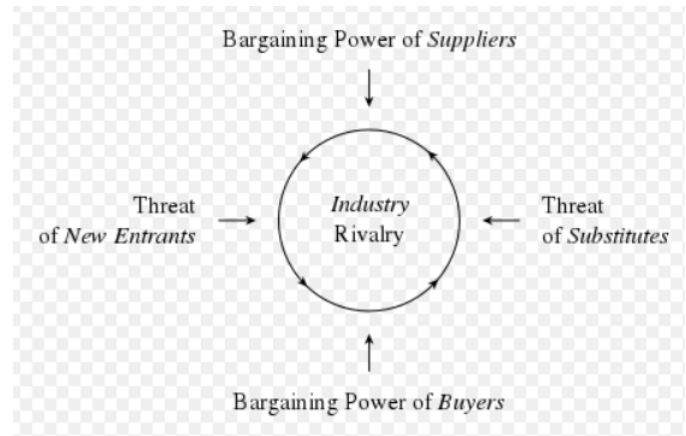
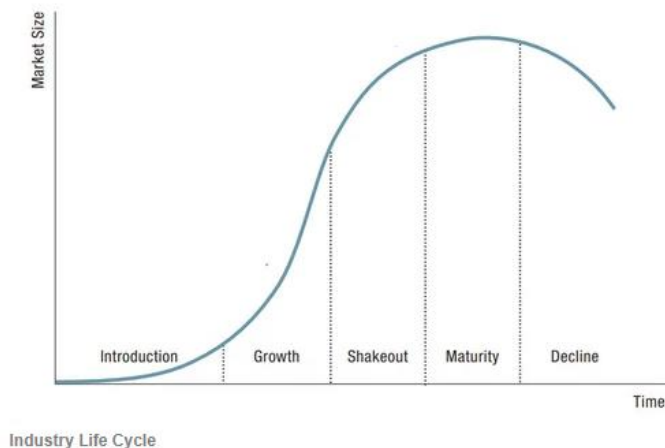
AGENDA

The program agenda is:

- Introduction to Strategic Procurement
- Industry life cycles and the role of procurement
- Balancing procurement with corporate strategy
- The Krajic Matrix
- Porter's Five Forces of competitive markets
- The Kepner-Tregoe method
- Hands-on Modelling
- Procurement recommendations and reports
- Question Time

CONTENT EXAMPLES

Some examples of the content are shown in the graphics below:



Enter your decision topic		Enter Candidate labels here		
Sample FDI evaluation for ASEAN countries		Malaysia	Indonesia	Thailand
Test data only - not all ASEAN included				
Enter the labels for your options in the column headings: Enter in the cells below here the labels of the features / attributes that MUST be OK These are your "imperative" conditions to proceed any further with any option If any option is graded "Not OK", do not include it any further in the evaluation.				
Imperative Conditions		Imperative Conditions Labels		
Enter below the score for each option for each imperative condition.		Malaysia	Indonesia	Thailand
		Score	Score	Score
If any one imperative condition is set to zero, that option is eliminated				
Imperative Condition 1	FDI Risk Factor	3	4	2
Imperative Condition 2	Tax incentives for FDI	5	6	3
Imperative Condition 3	International schools available	2	7	6
Imperative Condition 4	International quality healthcare available	4	5	7
Imperative Condition 5	Can retrench employees in a recession	5	2	6
Imperative Condition 6	Can repatriate profits	5	5	6
Imperative Condition 7	Long term property leases available	3	4	5
Imperative Condition 8	Internet bandwidth download > 2mbps	3	2	6
Imperative Condition 9	International grade airports near location	4	6	4
Imperative Condition 10	Most business can be conducted in English	5	5	6
Total non-complying conditions		0	0	0
Total score for imperative conditions		39	46	51
Enter in the cells below the labels of the features / attributes which are desirable, but not imperative				
Desirable Features		Desirable Feature Labels		
Desirable Feature 1	Reasonable personal tax rates for expats	3	3	4
Desirable Feature 2	5 star hotel available near location	3	6	3
Desirable Feature 3	Supermarkets and department stores near	6	6	6
Desirable Feature 4	US dollar bank accounts available	5	5	7
Desirable Feature 5	Reliable energy supply	3	4	5
Desirable Feature 6	Reliable clean water supply	2	5	3
Desirable Feature 7	Reliable waste disposal services	2	1	2
Desirable Feature 8	Reliable emergency services	2	2	2
Desirable Feature 9	Reliable mobile phone coverage	3	4	5
Desirable Feature 10	Sports facilities nearby	2	2	2
Total Score (Not recorded if "imperatives" are graded "not ok")		70	84	90
The recommended choice is:		90		Thailand

FACILITATORS

Our lead facilitator is Wilson Fyffe. He is supported by our team of regional facilitators