



ERPSM

Company Training Brochure

ERPSM Procurement Topics & Resources

Purchasing Management

Purchasing Strategies

Purchasing Negotiations

Legal Contract Terms

Vendor Management

RFX/Tender Management

Contract Management

Materials Management

Inventory Control management

Cost Management

Strategic Sourcing

Global Sourcing

ABOUT US

ERP Software Management is a leading innovative skills provider for improving the way knowledge and skills are imparted.

Our training techniques and expert trainers extract hidden potential and transform students for global excellence through classroom training, virtual training, blended training, practical and instilling leadership qualities.

Our Centre has been an approved CIPS exam centre since 2018. We offer the full suite of

CIPS computer-based exams for ERP Software Management students in a professional, but friendly 'no fuss' environment.

Our modern computer terminals with sufficient capacity for up to 120 exam sittings in a week.

World Class Curriculum

CIPS qualifications lead you to MCIPS membership which shows you are a highly skilled strategic thinker.

We have retained our Approved CIPS centre status throughout all our audits and are highly commended by CIPS on our levels of service and support to our CIPS students.



Our Vision Statement

To become by 2024 a CIPS Study Centre of Merit, for quality procurement and supply chain services and develop procurement professionals across Africa. We are the only Career Centre our clients would ever need to build and train individual & team procurement skills to world class levels.

Our Mission

ERP Software Management CIPS exists as a procurement consultancy and professional training Institute in Africa, we provide services of highest professional standards to industry, commerce and government and producing quality procurement professionals.

We Are Committed to Do Whatever It Takes For Our Clients By Engaging & Employing Right People To Ensure We Deliver The Results That Our Clients

Our Values

To be alive with our professional ethics and values, discipline, innovative, commitment to qualitative solutions with positive thinking and success.

We shall be seen as a company that behaves with the highest standards of honest and ethical behavior. We shall be straight forward in all communication within and outside the company and ensure that everyone in our organization acts with integrity & honesty.



World Class Procurement Training & Education

Trusted by many professionals in South Africa, ERP Software Management (ERPSM) Limited is the only resource you would ever need to build and train individual & your procurement teams with skills that match world class levels..

We cover almost every procurement topic, skill & competence with hundreds of online training hours & also several hours of classroom trainings zincluding but not limited to:

- Strategic Sourcing
- Procurement Strategy
- Supplier Management (Qualification, Selection, Pzformance, Relationship, Risks)
- Cost Analysis & Management
- Contract Management & Administration RFXs & Tenders
- Legal Aspects in Procurement/Contract Terms
- Finance Concepts for Procurement
- Project Management for Procurement
- Tactical vs World Class Practices
- Category Management
- Stakeholder Management
- Procurement Negotiations
- Transactional Procurement/P2P Process
- Leading & Managing in Procurement



Contact ERP Software Management (**ERPSM**):



For Priority Response It's Best to Call Us at:

We shall get back to you soonest possible (usually within 4 hours during office hours or next business day if your message is sent after office hours).



Our Contact Details:

* *ERP Software Management (ERPSM) is a privately owned company which is a CIPS Approved Study Centre.*

ERPSM Training Programs

Training is the foundation of everything we do. Our vision is to be the only resource and career centre our Clients would ever need to build and train individual & team procurement skills to world class levels.

If you're a strategic or tactical expert, or successful procurement practitioner, presenting one of our or your training programs is a great way to share your expertise with thousands of procurement executives eager to learn from the best.

Online Learning/ Presentations

Our trainers and speakers are great, innovative and are professionals who want to reach to as many as possible procurement executives through online learning. These normally use short video presentations covering a specific topic, and providing 'how-to' tactics and strategies that can be used immediately.

About Our Trainers

We're committed to delivering the highest-quality content, and we select our presenters and presentation topics carefully. We work together with our trainers and presenters in order to provide ample opportunities for them to train our clients.

However, we owe it to our clients that they work with only the best experts and practitioners. Below are requirements

met by our MCIPS Qualified Trainers and Speakers:

01

They Are Seasoned Procurement Experts, Professionals who has led teams and already trained before successfully. Professionals that can talk to Chief Professional Officers (CPOs) with an authoritative voice.

02

Some of them are published authors of procurement and supply articles and books. In short they are Procurement Gurus who are authoritative leaders in the field of procurement and supply chain

03

Last but not least – our trainers possess Professional Certifications such as MCIPS/FCIPS, CPSM, CSCP, CPPO or any other equivalent certifications. Which shows that they have a verified & comprehensive knowledge base.

For Priority Response Call Us at

+27 12 770 2257

Email: admin@erpsm.co.za



OUR PRODUCTS AND SERVICES

- Practical & Real-Life Procurement Training Courses
- 30 Plus Procurement Trainings that Cover Over 95% of Procurement Skills & Competences
- From Strategic Sourcing, Negotiations, Category, Contracts & Cost Management, Supplier Relations & More. With Expert Instructors Who "Been There, Done That"

If you are seriously looking for procurement trainings, set up an online meeting by clicking the button below.

If not, scroll below and continue your journey to find your procurement training.

Titles of Procurement Training Courses Included in the Catalog:

- CIPS Qualifications Training (Level 2 to 6)
- Fundamentals of Procurement
- Strategic Procurement Management
- Leading & Managing in Procurement
- From Tactical to World Class Procurement
- Procurement Strategy Development
- Global Procurement Best Practices
- Best Practices in Public Procurement
- Fraud Prevention in Contracts & Procurement
- Finance Concepts for Procurement
- Strategic Sourcing
- Implementing Global Sourcing
- Procurement Category Management
- Reducing Costs & Resisting Price Increases in Procurement
- Cost & Price Analysis in Procurement & Contracts
- Leading Strategies for Competitive Bidding & Tenders
- Best Practices in RFX & Tender Management
- Strategic Contracting
- Innovative Trends in Technology Contracting
- Contract Administration: From Award to Completion
- Contract Terms and Conditions
- Supplier Relationship Management
- Supplier Selection & Qualification
- Supplier Certification
- Supplier Performance Management
- Supplier Risk Management
- Procurement Negotiations Planning Strategies
- Successful Procurement Negotiations
- Advanced Strategies to Negotiate Lower Prices with Suppliers
- Advanced Procurement Negotiations
- Outstanding Customer Service for Procurement Professional

Reasons Why Clients Select Us for Procurement Trainings?

1. Hands-On, Interactive & Practical Trainings!
2. Worth Your Money!
3. World Class Experienced Practitioners!

Hands-On, Interactive & Practical Trainings!

Our Training programs feature “best practice” knowledge & strategies that are practical, simple to use & flat-out work. Participants absorb the learning & apply what they learn, through interactive exercises, case studies, samples/templates and role plays.

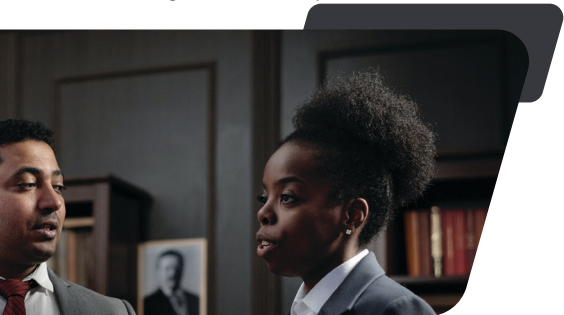


Procurement Trainings that Are Worth Your Money!

We achieve value for money trainings for our clients. Trainers have vast knowledge and experience, the material provided during the training, case study, [and] simulations are practical and superior and second to none.

World Class Experienced Practitioners

All of Our Course Leaders possess professional certifications and are practitioners who have been in procurement leadership positions in their organization for decades & recognized as industry leaders.



Other Reasons Why We're the Right Partner for Your Procurement Trainings?

01

Tailored for Client's Needs!

We review the client's needs through a Pre-Course Questionnaire (PCQ) to identify core challenges, issues & problems and incorporate answers to those problems during the course.

02

Measure Training Effectiveness!

We shall conduct a Pre & Post Assessment, to measure effectiveness of the program & improvement in the level of knowledge of each participant.

03

Learning By Doing!

Work Based Tasks are given to participants at the end of the program, outlining specific principle(s) they need to apply in their day-to-day job based on the outcomes of the program.

04

Post Course Support!

Unlimited 1 month email support after the training to help participants complete their work-based task or how to manage and overcome post-learning/training issues.

05

Group Coaching Call After the Training!

After all is 'said & done', we'll ensure that participants successfully implemented their learning and completed their tasks with a follow up online conference call with all participants - 1 to 2 hours online 1 month after the program. Participants get answers to their final questions so that to effectively complete their task as well as recap of core principles learned during the class.



You might like these procurement trainings also

■ Supplier Selection, Evaluation, and Performance Measurement

The Supplier Selection, Evaluation, and Performance Measurement course provides strategic and practical insights into achieving higher supplier performance.

■ Analytical Techniques for Strategic Purchasing in the New Normal

The Essential Analytical Techniques for Strategic Purchasing in the New Normal Program Covers Many of the Basic Analytics that Purchasing & Contract Personnel Use to Obtain Maximum Value for their Organizations.

■ Finance for the Supply Management Professional

This 2-day program provides you all the tools you need to confidently deal with your finance staff from terminology to best practices.

■ Supplier Financial Analysis

The Supplier Financial Analysis course is a proven set of decision-making tools and financial analysis techniques.

■ The Strategic Sourcing Training Course

This Strategic Sourcing Program Shows 7 Areas Considered Critical to the Success of Procurement Teams & Moves Sourcing from Tactical to Strategic Focus.



Procurement Consulting & Advisory Services

In addition to offering procurement trainings (classroom and online), ERP Software Management delivers special consulting projects that help organizations to measure their procurement process and people vis-à-vis world class & best practices.

We actively conduct less than 5 projects at any one time since all our consulting projects are directly handled by highly experienced consultants who actually are hands on. We and our consultants do not sub-contract any part of the work.

For that reason, we are not able to take on every request for consulting. If we find that we can excel in the deliverables, then we pursue the project. If not, we'll tell you upfront.

Our Typical Projects are quick to implement and focus on the outcome/results of what you want to achieve, which is actually one of the best practices in procurement - hiring suppliers based on results you want to achieve.

Our Procurement Consulting Services Include:

3600 (Degrees) Supply Management Review

Identify & Prioritize Ways to Improve Procurement & Supply Chain Performance,
Evaluating 8 Essential Sectors Performance for any Procurement Group

- Staff Talent & Competence
- Organizational Structure & Influence
- Spend Impact
- Technology Utilization
- Contracting Risks & Techniques
- Procure-To-Pay (P2P) Process Efficiency
- Quality of Supplier Relationships
- Value Provided to Internal Customers

This consulting project can be conducted for ALL or ANY or a COMBINATION of the 8 areas as per client's requirements.



CIPS CERTIFICATION PROGRAMS

Is CIPS the Right Procurement Certification for You?

Before Considering CIPS, Read This to Understand the Types of Procurement Certifications, How They Are Different & Which is Best for You?

What You Need to Know About CIPS?

Find Out How CIPS procurement certification programs work, what's the curriculum, pricing and ...
CIPS Certificate in Procurement and Supply Operations:

provides this is meant for anyone new to the profession, with little or no business experience and those aspiring to move in to a career in procurement and supply.

It is also ideal for managers in other professions and business leaders or entrepreneurs who need to understand how procurement should function and its overall impact on business success.

-Total credits for completion: 18 (180 hours of learning)

CIPS Advanced Certificate in Procurement and Supply Operations:

this qualification will prepare intermediate level learners looking to specialize in procurement and supply and to progress onto the CIPS Level 4 Diploma in Procurement and Supply.

-Total credits for completion: 30 (300 hours of learning)

CIPS Diploma in Procurement and Supply:

this qualification is the essential toolkit for anyone planning a career in procurement and supply. Developed and written using the Procurement and Supply Cycle as its focus, it is at the same level as the first year of an undergraduate degree course. Its suitable for those in operational roles or those managing or supervising the procurement and supply function who want to develop their career and work towards MCIPS Chartered Procurement and Supply Professional.

-Total credits for completion: 60 (600 hours of learning)

CIPS Advanced Diploma in Procurement and Supply:

this certification level provides senior buyers, contract and supply chain managers with experience to improve organizational procurement and to fulfil organizational objectives. It gives you the knowledge base to reduce cost, improve quality and timescales, manage the supply chain and deal with legal issues.

-Total credits for completion: 60 (600 hours of learning)

CIPS Professional Diploma in Procurement and Supply:

this final certification level is for those who are successful in completing the CIPS Advanced Diploma in Procurement and Supply; this represents the final level of CIPS qualifications for those working towards MCIPS Chartered Procurement and Supply Professional

-Total credits for completion: 60 (600 hours of learning)

Your next step

Your journey through CIPS qualifications can take you to MCIPS Chartered Procurement and Supply Professional.

Your next step is the CIPS Level 7 Executive Diploma in Procurement and Supply. A chartered professional with the Executive Diploma (ExDip) is likely to be in a procurement leadership role.

TRAINING FOR TEAMS AND INDIVIDUALS

Practical & Real-Life Purchasing & Procurement Training Courses

All the Training Courses Below Are Conducted Worldwide by World-Class Experts for Purchasing, Procurement & Sourcing Teams of 10 or More People.

If You are Looking for a Specific Training Topic on Purchasing, Procurement, Sourcing, Contracts etc, But Can't Find it Here, Contact Us or Call for Priority Response at

We Customize & Create New Training Programs Based on Clients' Requests & Requirements.

Includes a Summary 30 Plus Courses From Strategic Sourcing, Negotiations, Cost Management, Supplier Relations, Category management, Contracts Up to Legal Aspects in Procurement, Finance Concepts for Procurement etc. Those Who Are Looking for a Comprehensive List of Purchasing & Procurement Training Courses Should Start Here!

01

Strategic Sourcing

The Strategic Sourcing Program fully equips class participants to efficiently administer all the elements in the Strategic Sourcing Process. It especially helps groups which already possess solid sourcing skills, move to an Advanced Level of Sourcing Competency.

There are many seminars, books, & video series today about the subject of "Procurement Negotiations". However, this 2 Day Training Program is Conducted by an Expert who has negotiated & achieved over a quarter Billion dollars savings for Bank of America. Consistently praised by participants for teaching & developing advanced negotiations skills for procurement professionals.

03

Cost Price Analysis in Procurement

This 2 Day program will fully expose, clarify, & illustrate what it takes to conduct cost & price analysis. All done through an 80% application with examples & exercises, and only 20% explanation. Includes Samples, Templates & Checklists.

02

A Strategic Program full of dynamic instructions, with 17 interesting case studies, interactive group exercises and ready-made templates, checklists and examples. Upon completion of the program, you will possess knowledge, strategic insights and tools to

bring yourself and your organization to world class procurement practices.

04

Technology Contracting

Discover the ins & outs of the technology providers' environment where the supplier industry wants to use its own contract paper & how to navigate through these challenges to improve the quality and content of the technology agreements you enter into. Includes Case Studies, Checklists, Templates & Examples.

If You Could Not Find the Specific Topic You Are Looking for, Contact Us or Call for Priority Response at + ...

We Customize & Create New Training Programs Based on Clients' Requests & Requirements.



You might like these procurement trainings also

- Supplier Risk Management Training Shows a Structured Approach to Manage Risks Throughout the Supply Chain!
- How to Manage Contract & Suppliers to Ensure they Deliver on Their Promises. Cutting-Edge Training with Real-Life Online Scenarios & Simulations.
- Real Life, Practical & Entertaining Online Procurement Certifications, Scenario Based E- Learning & Online Courses Recorded from Live Class Deliveries
- Get All the Required Knowledge to Understand the Fundamentals of Big Data Analytics. With Practical Examples to Make the Concepts Clearer & Pragmatic Pointers!
- Cutting-Edge Online Training on Procurement Negotiations Shows with Real-Life Scenarios & Simulations How to Negotiate with Suppliers for Better Prices & Terms
- Cutting-Edge Advanced Negotiations Online Training Shows Seasoned Negotiators How to Negotiate for Better Prices & Terms Through Real-Life Scenario & Simulation
- Advanced Strategic Sourcing E-Learning Provides Real-Life & Practical Strategies for Sourcing Specialists Who Want To Move to the Highest Sourcing Levels
- The Best Purchasing & Procurement Trainings for Beginners to Build Fundamental Skills to Source Qualified Suppliers, Negotiate Effectively & Reduce Costs
- Cutting-Edge Online Training Course Shows Through Real-Life Scenarios & Simulations How to Achieve Lower Costs Across the Buying Cycle for Higher Profits



TRAININGS FOR TEAMS

Online & Classroom Purchasing & Procurement Trainings & Certifications

17 Practical, Real-Life & Cutting-Edge Purchasing & Procurement Training & Certification Programs!

Advanced Strategic Sourcing

For Those Who Want to Become a Highly Effective Strategic Sourcing Specialist & Master Advanced Sourcing Strategies To Move to a Higher Level of Sourcing in Your Organization

Category Management

This extensive program will teach and embed world-class category management content, from spend analysis, category process overview, involvement and role of stakeholders, market analysis, strategy development up to implementation and continuous improvement.

Cost Management

This Online Program Shows How to Achieve Lower Costs Across the Buying Cycle for Higher Profits? Learn with Cutting-Edge Learning Technologies that Help Master Concepts Through Real-Life Scenarios & Simulations

Strategic Sourcing Fundamentals

Become an Effective Strategic Sourcing Executive & Master Core Sourcing Principles Using Online Scenarios & Simulations that Enable You to Practice & Further Embed What You Learn & Apply in Real-Life.

Win-Win Procurement Negotiations

Cutting-Edge Online Training on Procurement Negotiations Shows with Real-Life Scenarios & Simulations How to Negotiate with Suppliers for Better Prices & Terms.

Strategic Contract Management

Learn How to Manage Contracts & Suppliers to Ensure they Deliver on Their Promises?

Using Real-Life Online Scenarios & Simulations to Practice & Further Embed the Learnings.



Classroom/Instructor-Led Purchasing & Procurement Training Courses for Team

Includes a Summary 30 Plus Courses from Strategic Sourcing, Negotiations, Cost Management, Supplier Relations, Category management, Contracts Up to Legal Aspects in Procurement, Finance Concepts for Procurement etc. Those Who Are Looking for a Comprehensive List of Purchasing & Procurement Training Courses Should Start Here!



Online & Live Instructor-Led Negotiation Skills Trainings Cover Fundamental to Advanced Skills Enabling Anyone to Master Negotiations & Become an Expert Negotiator

Summary of 6 Negotiation Skills Training Courses

- Win-Win Negotiations Online Training
- Advanced Negotiations Online Training
- The Effective Procurement Negotiator Online Training
- Advanced Procurement Negotiations Live Instructor-Led Training
- Advanced Strategies to Negotiate Lower Prices with Suppliers Live Instructor-Led Training
- Best Practices in Purchasing Negotiations Planning & Strategies Live Instructor-Led Training

Continue Reading Below for More Details for Each Course ...

3 Online Negotiation Trainings for Individuals & Teams

Win-Win Negotiations Online Training

Win-Win Negotiations Shows with Real-Life Scenarios & Simulations How to Negotiate with Suppliers for Better Prices & Terms.

Some of the Key Topics Covered

- Win Win Lose Negotiation.
- Assessing Your Negotiation Style;
- How to Prepare for Negotiation
- How to Open a Negotiation
- How to Bargain by Asking the Right Questions
- Tactics to Use in Negotiations - Low Ball/High Ball, Bluffing, What If etc.
- When to Stop Bargaining & Closing a Negotiation

TRAININGS FOR BEGINNERS

6 Procurement Trainings for Beginners

There might be many procurement trainings for beginners that focus on building basic skills on various areas like fundamentals of sourcing, negotiations or cost management principles etc.

However, a fundamental & introductory procurement training for beginners, needs to include all the above areas as part of a 'purchasing & procurement 101 training'.

Hence, we divide this into 2 parts:

Part 1 is for those who are looking for comprehensive procurement trainings for beginners. We introduce 3 training programs that include multi-foundational skills for new procurement executives from sourcing, negotiations, cost management up to contract management, contract terms, operational procurement etc.

Part 2 is for those who are looking to build foundational skills on a specific area. We highlight 3 procurement trainings that focus on 3 specific core skills that new executives need - sourcing, negotiations, cost.

These 6 procurement & purchasing trainings for beginners would serve the needs of (almost) all new aspiring procurement executives.



STRATEGIC SOURCING

Content on Strategic Sourcing

The Definition Of Sourcing

There are a number of different definition of sourcing but mainly there are two major definitions: strategic sourcing and global sourcing.

How to Do ABC Analysis & Classification?

Discover what is ABC analysis and ABC classification with practical examples of A, B, C inventory items. What do you do after you complete ABC analysis and classification explained.

Eight Tips on Selecting Domestic Sourcing

These Eight Tips to domestic sourcing considerations will help your business make sound decisions whether to use domestic sourcing or global sourcing

Seven Tips on Managing Low Cost Country Sourcing

There are 7 critical tips to ensuring low cost country sourcing is truly low cost. Ignore them at your peril...

Nine Tips on Selecting Strategic Sourcing Consultants.

These nine tips on Selecting Strategic Sourcing Consultants can give the manager driving change in the organization the right way to reach out.

Establishing A Good Strategic Sourcing Methodology

3 Steps to Establishing a Good Strategic Sourcing Methodology for enterprise wide savings

Sourcing Products in China Report

Warning: Don't even think of buying or sourcing products in China until you've read this. Learn the do's and don'ts of sourcing products in China

Strategic services sourcing – some Do's and Don'ts

Strategic services sourcing experts apply special skills to identify services which are truly strategic and offer dos and don'ts

Fundamentals of strategic sourcing process

The strategic sourcing process – the 7 steps towards a strategic Sourcing process

PURCHASING MANAGEMENT

Purchasing Management – The Profit Management Group In Your Company.

As in most business organizations, purchasing management involves people, processes and technology. So, what is purchasing? Purchasing involves the sourcing, purchasing and delivery of goods and services that a company needs either in its manufacturing and business management or for stock that it resells at a profit.

The purchasing department is a very important, if not the most important, part of a business as its good management directly impinges on the bottom line.

One of the fundamentals of purchasing is that goods are purchased at the best price and terms in order to deliver the best profit for the company.

This means that strong and easily understood purchasing procedures need to be in place. Some companies interchange the word procurement for purchasing, in others procurement means purchasing via tender and purchasing means the day to day purchasing via Master Sales Agreements with a select group of suppliers.

One of the methods that are used to ensure good purchasing management on day-to-day purchases is the use of purchase orders and purchase requisitions constrained by a known set of rules and procedures. Purchase orders are used to order directly with an agreed supplier.

Purchase requisitions are usually raised by people external to the purchasing department when they need a particular product either for maintenance purposes or to increase stock in abnormal situations.

In larger companies, and indeed even in some smaller companies, computerized purchasing and procurement systems facilitate purchasing management. As well as managing day-to-day purchasing, these systems can also manage a tender process and ad hoc purchasing activities.

One particular aid to management of your purchasing department is the production of a set of procurement-analysis figures. These can often be tailored to your own company's particular needs.

In charge of purchasing management will be the Purchasing Manager and they will have a number of purchasing clerks and administration clerks working for them. They will all have job descriptions that detail their roles and responsibilities.

There have been a number of purchasing trends over the last few years. Two of the most important are JIT (Just In Time) which was bought over from Japan in the 1990's. It is the ordering of inventory only when it is just in time to use. In the 2000's e-procurement is becoming more popular as internet security and computer power becomes stronger and more prevalent.

Such is the important of the purchasing department, that comprehensive procurement guidelines are designed and published by governments, government offices, large companies, trusts and charities.

These often define such things as environmental purchasing, end of life disposal and dangerous materials. If countries recognize the importance of their purchasing department, shouldn't you have a firm purchasing management process in effect?

Purchasing and Procurement Ethics, Gifts & Gratuities

Avoid Unintentional Corruption Practices by Understanding Procurement Ethics Standards, Gifts & Gratuities Policies. 2 Sample Policies on Ethics, Gifts & Gratuity.

PROCUREMENT STRATEGIES

The 7 Core Purchasing Strategies!

Purpose of Purchasing Strategies?

Companies implement purchasing strategies in order to:

1. make cost effective purchasing decisions from a group of efficient vendors who will
2. deliver quality goods
3. on time and at
4. mutually agreeable terms.

Examples of Purchasing Strategies ...

Some purchasing strategies may include such choices as making procurement savings by using centralized purchasing which is concentrating the entire procurement activities within one principal location & source of authority.

01

Single Source Procurement

For example, some companies may decide to undertake a single source procurement strategy that involves obtaining excellent dedicated service from a single vendor. These strategies are predominant when sourcing for IT or indirect purchasing such as office supplies and cleaning.

02

Purchasing Cycle

Other companies may use a procurement strategy of using a core purchasing cycle. This is where they order from a group of regular vendors and use outsourcing procurement for their larger and ad hoc purchases.

03

Procurement Auctions

Still others, particularly when they are seeking labor for short-term projects will use procurement auctions in order to obtain the best pricing levels.



Regardless of the size of the company, there is a core group of 7 purchasing strategies that most of them implement.

1. Supplier Optimization & Relationship Building

The company chooses an optimum mix of vendors who can provide the best prices and terms. This process usually means that the less able suppliers who cannot provide a quality service at the terms and prices required are discarded. This is by far the most common of the various purchasing strategies.

2. Total Quality Methods (TQM)

Total Quality Methods, require the vendors to provide an ever-increasing quality service with zero errors. The supplier ensures purchasing best practices using a number of tools such as six sigma.

3. Risk Management

As more companies obtain their supplies from countries such as China and India, they are more concerned with the risk management of this supply chain. Whilst these countries can supply products at very advantageous prices, these advantages can be soon negated by a natural or human disaster.

4. Global Sourcing

Large multinational companies see the world as one large market and source from many vendors, regardless of their country of origin.

Implementing a global strategic sourcing strategy means efficiently sourcing goods and services from any country that can manufacture the goods or provide the service more economically.

While Global Sourcing is here to stay, organizations need to tread carefully and have plans in place to manage risks.



5. Vendor Development

Depending on the scale and depth of services or goods a vendor provides, it might be necessary to work closely with such vendors. Helping in developing processes that assist these vendors to come with better or cheaper products, helps companies to reduce costs.

Or in cases where a company is dependent upon just one supplier for their products & the supplier is unable to perform to the required standards, the purchaser may assist the vendor in improving their service or implement processes to improve their procurement cycle. This ultimately would help the purchaser/buyer have a reliable supplier and product deliveries.

6. Green Purchasing

This is one of the more common purchasing strategies for governments and local governments. This strategy champions the need for recycling and purchasing products that have a negative impact on the environment.

7. Building & Training People's Procurement Skills

While training people is the soft-side of purchasing & procurement strategies, this is probably the most important strategy - all the other strategies above would have to be implemented by people, and if they don't have the necessary skills to deliver the procurement strategy, the strategy delivery will fail.

For many years since it started in 2014, Deloitte Annual CPO Survey reveals that more than half of CPO's & Procurement Director's worldwide, say that their teams do not have the necessary skills & capabilities to deliver their procurement strategy. This number remains more or less constant regardless of the year the survey is published.



Vendor Performance Management, Finding Out How Good Your Vendors Are

Vendor performance management – 11 KPIs to use when conducting a Vendor performance management

Conducting a Supplier Survey for a better Supplier Relationship Management

Should you really do a supplier Survey? Learn what a supplier survey is & is not? Get a 30 mins Free Consultation for a vendor survey!

RFX/TENDER

Content on RFX & Tender Management Strategie

For Articles read below - For White Papers, Videos, Templates/Checklists & Webinars see on the right

What is Tender Management?

The process of designing and writing these proposals or tenders, complete with the competitive pricing, is called tender management, proposal management or bid management.

Tender Management Systems

What features to look for in a Tender management system ? - What it does, what are the benefits for the buyer and bidder?

The Tender Process

The Tender process in the government and the private sector. How to Ensure Success & Avoid Failure

Tenders Regulations – A Necessary Requirement

11 Tenders regulations and requirements outlined for successful tenders.

How to succeed with government tenders?

Learn how to not only price government tenders competitively, but also how to make a good profit from government tenders by including in the tender ...

Global Tenders - Are Benefits Worth the Risks!?

Discover Global Tenders 5 Risks. Beware that despite benefits of global tenders you must consider whether it is worthwhile to tender.

Tender Application Made Easy

Want to make a tender application? Follow these top 5 tips to ensure success when making a tender application

Should you Bid in any Business Tender

4 Key Questions to answer before submitting a business tender. If they are positive you should submit your tender, if not save your time for other tenders

Tender Consultancy Services

What are tender consultancy services and how can they help me win more business? Discover what a consultant must do before you give your business

Tender Evaluation - 5 Criteria & 2 Tips

Set tender evaluation criteria and weightings before issuing a tender. Best practice guidelines to follow before evaluating tenders

How to tender - 5 rules to follow & 3 pitfalls to avoid

How to tender rules & pitfalls. To secure new business successfully with tenders follow 5 rules & avoid 3 pitfalls.

Where to find tender leads

How to find tender leads for government, private & non-profit? Various ways explained about how to find your leads

6 Points to Public Sector Tenders

Before Submitting Public Sector Tenders you need to - specific areas to consider when bidding for government business

How to Bid Government Contracts?

Factors to consider before you bid government contracts. What you need to do to win government contract bids?

International Competitive Bids – Big Bids, Big Risks, Big Returns

Where to find international competitive bids and the 6 risks that accompany any international competitive bids.

No Bid Contracts – Simple And Quick But Can Be Problematic

No bid contracts – What are they, when you should use them and when you should not!?

Online tenders – The Way of Bidding in the Future?

What it takes to succeed on online tenders? Ensuring that any of your online tenders stands out from all others.

Sample Construction Bid – Complexity Made Simple

Sample construction bid explained. A sample construction bid is used by a building company or developer to give in order to establish

Choosing RFI RFP RFQ as a sourcing tool

The choice of which document to use: RFI RFP RFQ for which type of sourcing project depends on the desired outcome – is it information, a firm proposal or a detailed price bid that is needed.

Government RFPs – to bid or not to bid

Government RFPs take time and effort to complete. Be aware of their processes so that you can decide whether to bid or not.

Two RFP examples one for goods and one for services

Using a common RFP format it can be adapted for goods or services - here are two RFP examples

RFP format and content

The RFP format is as important as the content – make it easy for the supplier to submit a quality bid

5 key elements in an RFP review

Government RFPs take time and effort to complete. Be aware of their processes so that you can decide whether to bid or not.

GLOBAL SOURCING

Content on Global Sourcing

Global strategic sourcing demystified

Why is global strategic sourcing important? It is an organized way of opening up the procurement process to all potential suppliers worldwide.

The Global sourcing manager : 5 key elements of success

The global sourcing manager's guide to success - 5 important issues to take into account and what problems to look out for

Vietnam sourcing – is it viable?

Vietnam sourcing is a relatively new but exciting opportunity to source safely and successfully from a politically stable and low-cost-country.

What is global sourcing?

What is global sourcing and why is it such a big thing? Using global sourcing you can source successfully from vendors located anywhere in the world.

Global sourcing specialists – would they be useful to me?

Are global sourcing specialists worth the investment? Tips you can use to select the right one for your specific needs

Devising a global sourcing strategy – is it easy?

Creating and implementing a global sourcing strategy needs forethought and planning but can really pay dividends

MATERIAL MANAGEMENT

Content on Materials Planning & Management

Materials Management's Five Critical Processes and People

Materials management encompasses procurement, transportation, and inventory management of the actual products from manufacturer to storefront.

Six Best Practices in Hospital Materials Management

These Six Best Practices in Hospital Materials Management are critical to taking charge of the bottom-line in a healthcare setting.

Materials and Inventory Management Structure

The 3 criteria that play key roles in proper materials and inventory management ensure Better Materials and Inventory Management Structure

Six Steps to Selecting a Materials Management System

By Following these Six Steps to Selecting a Materials Management System you will ensure your project improves your supply chain efficiencies.

Rating Effectiveness of Production Materials Management

Find out the 3 Models that rate your company's effectiveness in Production Materials Management?

The 3 SAP Materials Management platforms

There are three major SAP products that can bring SAP Material Management into your company. Which one is right for your business?

INVENTORY CONTROL & MANAGEMENT

Content on Inventory Control & Management

What Is Inventory Management?

Inventory management is a collection of interdisciplinary processes that include a full circle from supply chain management to demand forecasting, through inventory control and including reverse logistics.

Asset Inventory Management - Costs, Benefits and Future

Asset inventory management is the process by which companies account for the....It is a tool to lowering costs and leveraging enterprise

Fundamentals of Executing Effective Inventory Management

Discussion on the key ingredients to effective inventory management for any size business, whether warehousing is your core business or supports manufacturing.

Mastering The 2 Inventory Management Models

How to recognize the operating demand conditions and implementing the processes that support the 2 inventory management models.

The Top 2 Inventory Management Techniques

All inventory management techniques fall into one of two stock control methods and they are: first, minimum

4 Categories of an Inventory Management Tool

To find the right Inventory Management Tool, you have to know the four areas that dominate world class inventory management tools

Calculating Inventory Turn & Leveraging Inventory Turnover Rate

Inventory Turnover Rate is very simply your company sales (in terms of the cost to the company) divided by the average cost of the carried inventory.

Secrets of Proactive Pharmacy Inventory Management

The secrets of proactive Pharmacy Inventory Management are based on the often-overlooked science of true ... vs

Top 5 Principles of Inventory Management

What Are the Top 5 Principles Of Inventory Management For All Businesses, From Pure Warehousing To Manufacturing.

Mastering Retail Inventory Management

Retail inventory management is the core process to a successful storefront. Discover the 3 criteria that make for success in the retail supply chain.

Achieving the Best Retail Inventory Method

The definition of the best retail inventory method is cross-channel retail inventory method. In Plain English this simply means

Conquering Sample Inventory Management

Conquering Sample Inventory Management needs for a more efficient facility.

Top 3 Considerations in Small Business Inventory Management

Top 3 Considerations in Small Business Inventory Management techniques.

Reasons Why Clients Select Us For Procurement Trainings?

1. Hands-On, Interactive & Practical Trainings!

2. Worth Your Money!

3. World Class Experienced Practitioners!

01

Hands-On, Interactive & Practical Trainings!

Our Training programs feature "best practice" knowledge & strategies that are practical, simple to use & flat out work. Participants absorb the learning & apply what they learn, through interactive exercises, case studies, samples/templates and role plays.

02

Procurement Trainings that Are Worth Your Money!

We achieve value for money trainings for our clients. Trainers have vast knowledge and experience, the material provided during the training, case study, [and] simulations are practical and superior and second to none.

03

World Class Experienced Practitioners

All of Our Course Leaders possess professional certifications and are practitioners who have been in procurement leadership positions in their organization for decades & recognized as industry leaders.



Other Reasons Why We're the Right Partner for Your Procurement Trainings?

1. Tailored for Client's Needs!

We review the client's needs through a Pre-Course Questionnaire (PCQ) to identify core challenges, issues & problems and incorporate answers to those problems during the course.

2. Measure Training Effectiveness!

We shall conduct a Pre & Post Assessment, to measure effectiveness of the program & improvement in the level of knowledge of each participant.

3. Learning By Doing!

Work Based Tasks are given to participants at the end of the program, outlining specific principle(s) they need to apply in their day to day job based on the outcomes of the program.

4. Post Course Support!

Unlimited 1 month email support after the training to help participants complete their work based task or how to manage and overcome post-learning/training issues.

5. Group Coaching Call After the Training!

After all is 'said & done', we'll ensure that participants successfully implemented their learning and completed their tasks with a follow up online conference call with all participants - 1 to 2 hours online 1 month after the program. Participants get answers to their final questions so that to effectively complete their task as well as recap of core principles learned during the class.