

Managing suppliers and contractors course

Program Objectives:

- To measure suppliers and contractors performance.
- To identify ways to increase procurement efficiency.
- To develop a strategic sourcing strategy that achieves tangible results.
- To review critical supply strategies.
- To manage a strategic relationship with suppliers and contractors.
- To develop joint working approaches for strategic relationships to collaborate on key initiatives.

Who should attend?

This Suppliers and Contractors Relationship Management and Operational Excellence training course is aimed at those working in a Suppliers and Contractors Management role and / or within a Supplier Management process whether at a technical, operational, supervisory or managerial level, **especially:**

- Operations Personnel
- Warehouse and Supply Chain Management Practitioners
- Procurement and Purchasing Professionals
- Professionals in Logistics Functions
- Warehouse and Distribution Officers / Supervisors
- This training course may also be of interest to Project / Business Professionals and Business Process Owners

Program Outline:

Understanding the Supply Chain:

- Overview of supply chain functions within the organisation
- Securing innovation from the supply base
- The golden rules of supply chain management
- Supply chain models and types
- The global supply chain and operations integration

SRM and Strategic Collaborative Relationships:

- Introduction to the principles of SRM
- The importance of the buyer / supplier relationship
- Developing the SRM strategy
- Collaboration and joint working
- Motivating suppliers and contractors and continuous improvement

Principles of Operational Excellence:

- Objectives of Operations Management
- Alignment of organizational operations and functional strategies
- Core Operational Principles
- Strategic Planning
- Operations Management – *Tools and Techniques*

Goals and Objectives of Suppliers and contractors Management:

- Key roles and responsibilities
- Identify and agree deliverables from suppliers and contractors
- Aligning the goals with the procurement strategy
- Involving the relevant stakeholders
- Identifying risks and their impact / probability

Suppliers and contractors Collaboration to Achieve Operational Excellence:

- Transforming the suppliers and contractors relationship
- Suppliers and contractors evaluation criteria
- Appropriate suppliers and contractors methodologies
- Total Cost Approach
- Shrinking the suppliers and contractors base

Training methods:

- The Training lectures.
 - The Group discussions.
 - The Training Workshops.
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