

Certified by  
MRM Ltd, Ireland



Supply Chain  
Excellence  
Series

# Certificate in Procurement Management

## Improve Costs through Integrated processes

10 & 11 September 2012, Pearl Continental Hotel, Lahore  
13 & 14 September, Sheraton Hotel & Towers, Karachi  
9:00 am - 5:00 pm

Participants will be awarded a MRM Ltd, Ireland  
certificate upon successful completion of this course.

**...Only from Octara!!!**

For Details & Registration: Tel: 021-34534261, 021-34536315, Fax: 021-34520708  
E-mail: [register@octara.com](mailto:register@octara.com) | [www.octara.com](http://www.octara.com)



Course Director:

**Dr. Dermot Carey**

A renowned Supply Chain Management  
Consultant, Trainer and a Specialist

Founder & Managing Director of  
Materials Resource Management (MRM),  
based in Ireland

38 years of international hands-on  
experience in organizational procurement  
structures to achieve cost reduction

A regular visiting faculty for Masters  
programs at colleges in Ireland,  
the UK and Europe

Co-author of the paper "Co-operation to  
win in Europe" heavily endorsed by the  
Department of Finance, Dublin

Course Director:

# Dr. Dermot Carey

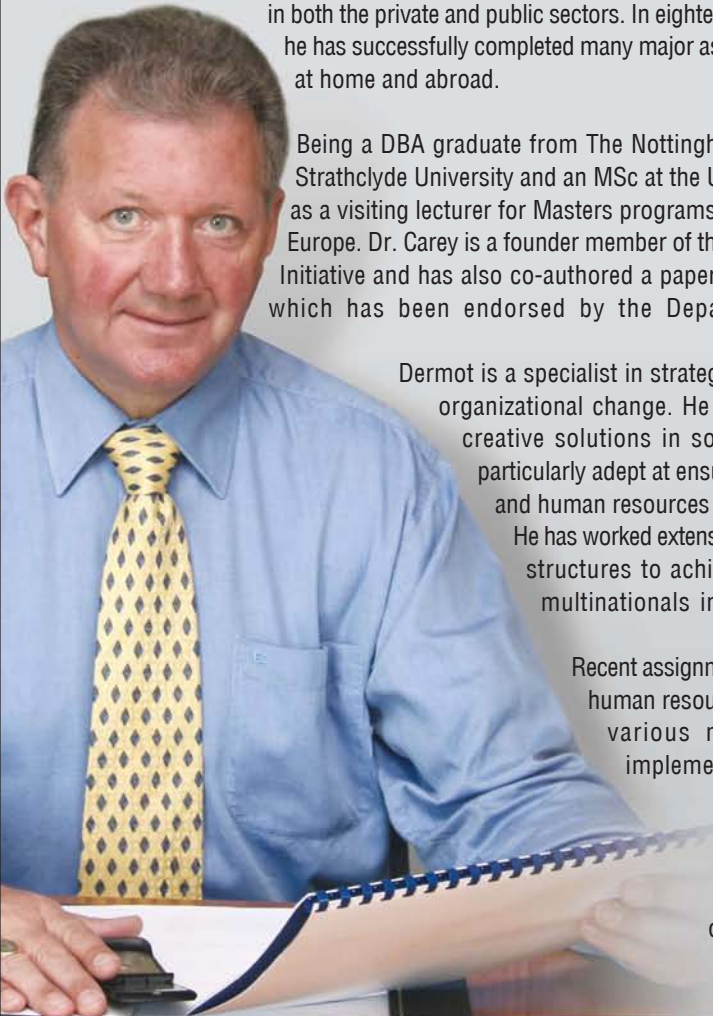
Dr. Dermot Carey is a Procurement management consultant, trainer and business coach associated with MRM Ltd. based in Ireland. MRM is dedicated to supporting professional management across vital business functions including Procurement & Supply Chain, Contracting, Business Process Re-Engineering and Change Management.

During his career span of 38 years, he has held a number of senior management positions in both the private and public sectors. In eighteen years of consultancy experience, he has successfully completed many major assignments in a variety of industries at home and abroad.

Being a DBA graduate from The Nottingham Trent University, an MPhil at Strathclyde University and an MSc at the University of Ulster, he also serves as a visiting lecturer for Masters programs at colleges in Ireland, the UK and Europe. Dr. Carey is a founder member of the North/South Public Procurement Initiative and has also co-authored a paper "Co-operation to win in Europe" which has been endorsed by the Department of Finance in Dublin.

Dermot is a specialist in strategies & issues of management and organizational change. He has established a reputation for creative solutions in solving business problems. He is particularly adept at ensuring that organizational structures and human resources capacity are appropriately aligned. He has worked extensively on organizational procurement structures to achieve cost reduction within global multinationals in line with corporate strategies.

Recent assignments undertaken by Dermot involve human resources and organizational change for various multinationals as part of the implementation of a globally aligned and integrated Procurement & Supply Chain system and structure to achieve sustained cost reductions vis-a-vis to achieve corporate objective.



Dr. Dermot has substantial international working experience with following Industries.

Aerospace
Airlines
Computer Manufacturing
Construction Industry
Defense
Education
Electronics
Engineering
Federation
Financial Services
FMCGs
Government Departments
Healthcare
Logistics
Mail Order
Oil & Gas
Pharmaceuticals
Print
Retail
Ship Building
Software Development
Software Supplies
Telecommunications

## What delegates have said about Dr. Dermot Carey's previous courses

"It was an excellent course. Dermot's in-depth knowledge of the subject was inspiring."  
**Imran Mushtaq, Coca Cola Beverages, Pakistan**

"Valuable strategies were learnt from the course superbly presented by Dr. Carey!"  
**Faheem Fazal, Engro Foods Ltd. Pakistan**

"An excellent course. I was completely satisfied."  
**Gui Gnone Fella, Orascom Telecom, Algeria**

"It's an excellent course, with a professional speaker and practical case studies."  
**Duncan Gonsalves, DynCorp International, Oman**

"The practical application focus through use of case studies was very educational."  
**Mike Buist, Alghanim Industries, Kuwait**

## Few top local & international clients that have benefited from Dr. Dermot Carey's workshops:



# Certificate in Procurement Management

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## Course Overview:

This intensive two-day program is designed to address the key strategic considerations for the application and implementation of integrated procurement management practices. The focus will be on developing procurement strategies. This will incorporate the use of latest business process models and their relationship with segmentation and demand planning. The integrated relationship across the functions will be considered in the context of the impact of sourcing decisions, supplier selection, delivery decisions, risk, performance measurement and profitability. At the end of the program, each participant will be able to develop their own organization's integrated procurement strategy using latest tools and techniques.

The programme is designed to offer practical development and implementation approaches for a Procurement strategy. A Procurement strategy will affect the overall direction of the organization and will establish the organization's future environment.

## Top 5 Learning Outcomes:

- 1 Gain** new insights into how the application of integrated procurement thinking can transform the competitiveness of your business
- 2 Increase** your understanding of costs, contractual risks and financial performance
- 3 Evaluate** and adapt best practice negotiation and supplier relationship management strategies
- 4 Address** the management of supply risks and recognize the value of working across functions
- 5 Create** your own procurement strategy incorporating world class benchmarking criteria

## Who Should Attend?

- ✓ Procurement, supply chain, logistics, and materials managers and directors who wish to broaden and update their skills and knowledge
- ✓ Procurement and supply chain personnel seeking supply chain integration or who need to understand the impact of supply chain decisions upon their company's performance

## Course Agenda

### Day One

#### Creating a Procurement Strategy

- How to develop a procurement strategy
- How to understand the strategic issues facing procurement
- How to increase the procurement contribution to the business
- Implementing a procurement strategy
- Establishing strategic priorities
- Defining goals and direction
- Maintaining momentum and pace
- Marketing the procurement function
- Measuring the current procurement profile
- The Value Chain Model
- Lead Times
- Inventory Decisions
- Category Management
- Moving To World Class
- Developing Strategies
- Aligning Procurement with the Business

### Day Two

#### Best Practice Agreements

- Approaches that can be used to reach agreement easily
- Contract essentials
- Hints, tips and tricks and traps
- Supplier performance measurement
- Alternative approaches to measuring supplier performance
- Major problems associated with supplier measurement
- Developing and using a supplier improvement plan
- Measuring procurement performance
- A recent survey of procurement measures
- How salesmen get control of meetings
- How they deal with pressure
- Negotiation approaches
- How salesmen are trained to negotiate
- Their perspective on partnerships
- The most effective way for a buyer to retain control
- Latest development and thinking
- SPIN approaches
- Psychological selling
- Control and relationship management techniques
- The FOCUS approach
- Process capability diagnostics
- Managing internal resources
- Exploring price and cost
- Value engineering
- Understanding costs
- Cost analysis tools and should cost models
- Develop your own SCM strategic roadmap incorporating world class benchmarking criteria

# Certified by



Materials Resource Management Ltd.  
(MRM Ltd), Ireland



MRM Ltd was formed in Ireland as a consultancy to provide support in the specialist areas of procurement and

supply chain management. For over 21 years, it has helped many organisations in the public and private sectors in Europe the USA, the Middle East and Asia in the development and implementation of integrated procurement and supply chain solutions.

MRM Ltd provides training programmes for core knowledge and skills development in Procurement & Supply Chain Management. Their programs follow a path that builds from training in the general attributes of best practice Procurement & Supply Chain Management through to more specific and in-depth coverage of the key knowledge and skills required.

MRM's training courses aim to provide tangible results and benefits for individuals and organizations. Here are some examples of the benefits realized:

- ✓ Improved cost base and increased profits or measureable value for money
- ✓ Reassess and reorganize the organization's procurement and supply activity
- ✓ Implement improvements in the management and conduct of procurement activity
- ✓ Optimization of supplier base and improved supplier management relationship
- ✓ Improve current staff competencies

To engage the services of MRM Ltd.  
in Pakistan, please write to us at  
[info@octara.com](mailto:info@octara.com)

## Participants of Dr. Carey's previous courses



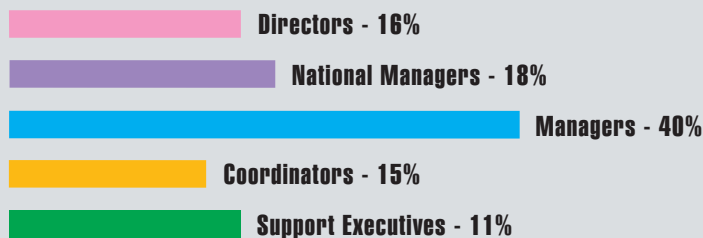
**“Logistics & Inventory Management”**  
held in November 2011



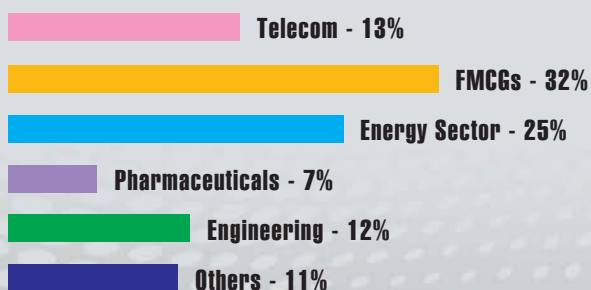
**“Warehouse Management”**  
held in February 2012

These courses were a tremendous success. Participants from the top companies of Pakistan took part in the workshop, bringing in diversified experience to the program which may also be gauged from the following data compiled.

### By Participant Profile



### By Industries Represented



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## Workshop Investment

PKR **44,999/-**  
per participant

**10% Group Discount**  
on 2 or more nominees

Course material, MRM Ltd certificate, lunch, refreshments & business networking

## 5 Easy Ways to Register



021-34534261  
021-34520092



Octara Private Limited  
2/E-37, Block-6,  
P.E.C.H.S., Karachi.



021-34520708



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Send your cheque in favor of  
"Octara Private Limited"

To: **Muhammad Imran Anwer**

Octara Private Limited,  
2/E-37, Block-6, P.E.C.H.S., Karachi.  
Tel : 021-34534261, 021-34536315  
Cell : 0321-2670041

### Octara Cancellation Policy

Our Cancellation Policy is activated as soon as the duly filled signed & stamped Octara Registration Form is received from the client. Cancellations made at least 10 working days prior to the course will be refunded in full. If a booking is cancelled 10 to 7 working days before a course, a Cancellation Fee of 25% of the course fee is payable. For cancellations made within 7 working days, no refunds can be given. Cancellations must be confirmed by letter, fax or email. Substitutions may be made at any time. Notwithstanding the above, delegates may transfer to another course to be run within 6 months. Variance in the course fee will be invoiced or adjusted accordingly.

Strategic Partners



Logistics Partner



Partner



## Bring Certificate in Procurement Management In-house

This workshop can be customized to suit specific needs of your organization at significant savings. Please contact **Jason D'souza** at [jason.bosco@octara.com](mailto:jason.bosco@octara.com) or call at 0332-2422732 for more details



present

THE MOST ANTICIPATED LEARNING EVENT OF 2012

# LIBERATING PASSION

DISCOVER 9 POWERFUL LIBERATORS TO UNLOCK PASSIONATE PRODUCTIVITY FOR WINNING RESULTS

## Omar Khan

One of the Top 25 Consultants in the World

**LIVE & IN PERSON!**

5 November 2012, Pearl Continental Hotel, Karachi  
9:00 am to 5:00 pm



Leaders don't trumpet their own power - they make other people powerful. That's the essence of leadership

