

Book **2** seats & SAVE **PKR 8,000**



Integrated Procurement and Supply Chain Management Strategy

The Application and Implementation of Integrated Procurement and Supply Chain Management

19 & 20 July 2010, Sheraton Hotel, Karachi
22 & 23 July 2010, Pearl Continental Hotel, Lahore
9:00 am - 5:00 pm

Key Benefits

- ✓ Study how competitive advantage can be achieved through an integrated procurement and supply chain management approach
- ✓ Understanding the impact of enhanced supply chain performance on the overall profitability of the organization
- ✓ Ability to address the management of supply chain risks
- ✓ Recognition of the value of working across functions
- ✓ Develop a focused approach to implement a cohesive supply chain strategy
- ✓ Learn to create your own supply chain strategy incorporating world class benchmarking criteria
- ✓ Comprehend the approaches that can be applied to integrating procurement, inventory, logistics and warehousing
- ✓ Explore the latest thinking on supply chain planning and execution of the integrated concept

For Registration:

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Fax: 021-34520708, E-mail: register@octara.com, info@octara.com

www.octara.com



Course Facilitator

Dr. Dermot Carey

A Procurement management consultant, trainer and a specialist in Supply Chain Management

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

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

●
A regular visiting faculty on Masters programs for 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 Facilitator

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 on Masters programs for 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 management and organization change issues and strategies, and 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 multi-nationals, in line with corporate strategies.

Recent assignments undertaken by Dermot has involved human resources and organizational change for various multi-nationals as part of the implementation of a global 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 Exploration & Drilling

Pharmaceuticals

Print

Retail

Ship Building

Software Development

Software Supplies

Telecommunications

What delegates have said about Dr. Dermot Carey previous courses

"It's an excellent course, with a professional speaker and practical case studies."

Duncan Gonsalves
DynCorp International, Oman

"An excellent course. I was completely satisfied."

Gui Gnoune Fella
Orascom Telecom, Algeria

"The practical application focus through use of case studies was very educational."

Mike Buist
Alghanim Industries, Kuwait

"Very effective for advanced purchasing and supply chain specialists."

Khalid Wali
Dubai Properties, UAE

Few top global clients benefited from Dr. Dermot Carey workshops:



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The Application and Implementation of Integrated Procurement and Supply Chain Management

Overview

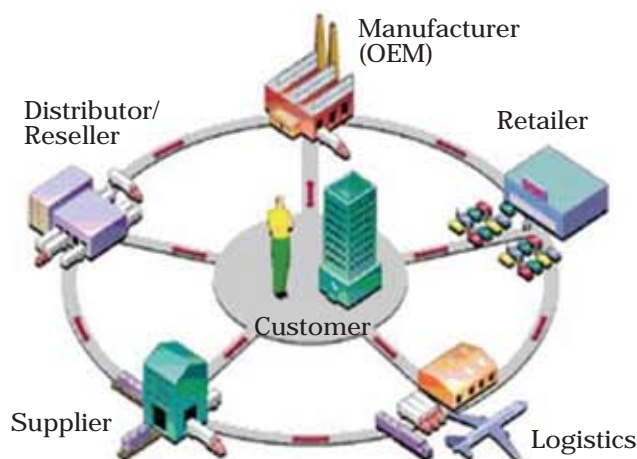
This intensive two day program is designed to address the key strategic considerations for the application and implementation of integrated supply chain management practices. The focus will be on developing supply chain strategies across the supply chain functions. This will incorporate the use of latest business process models and their relationship with segmentation and demand planning. The integrated relationship across the Supply Chain Management (SCM) 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 SCM strategy using latest tools and techniques.

The program is designed to offer practical development and implementation approaches for an SCM strategy in the current economic climate.

A Procurement and SCM strategy will affect the overall direction of the organization and will help to establish the organization's future environment.

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 Outline

Day One

Procurement and SCM as a Strategic Integrated Unit

- Defining Procurement and SCM
- World Class Procurement and SCM
- Diagnosing Process Capability
- Developing a Procurement and SCM Strategy

SCM as a Competitive Activity

- The Value Chain Model
- Lead Times
- Inventory Decisions
- Category Management
- Moving to World Class

Day Two

Competency Frameworks

- Managing Internal Resources
- Aligning Procurement and SCM with the Business
- Exploring Price and Cost
- Value Engineering
- Understanding Costs
- Cost Analysis Tools and should Cost Models

Develop your own SCM Strategic Roadmap

- Create your own supply chain strategic roadmap incorporating world class benchmarking criteria
- Marketing the SCM Function



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Workshop Investment

PKR **34,999/-**
per participant

on **2+** nominees
SAVE PKR. 4,000 per participant

Course material, Octara certificate, lunch, refreshments & business networking

Registration & Payment Options

- E-mail or Fax your nomination(s) to:
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: info@octara.com
Fax : 021-34520708, 021-34546639
- Send us your:
Name | Designation | Organization
Mailing Address | Phone, Fax and E-Mail
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Registration Note

Participation will be confirmed subject to receipt of payment.

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.

Bring

Integrated Procurement and Supply Chain Management Strategy

In-house

This workshop can be customized to suit specific needs of your organization at significant savings. Please contact Mohsin Rahim at mohsin.rahim@octara.com or call at 0321-2133409 for more details

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