

Best Practices in Supply Chain Collaboration



Two all-in-one modules
for you to gain control over
Supply Chain Integration

Module 1: Collaborative Planning, Forecasting & Replenishment

Course Facilitator: **André Verdier**

22 September 2010, Sheraton Hotel & Towers, Karachi
24 September 2010, Pearl Continental Hotel, Lahore
9:00 am to 5:00 pm



Module 2: Negotiation and Contract Management

Course Facilitator: **Dr. Dermot Carey**

11 & 12 October 2010, Sheraton Hotel & Towers, Karachi
14 & 15 October 2010, Pearl Continental Hotel, Lahore
9:00 am to 5:00 pm



Key Benefits:

- **Study** how competitive advantage can be achieved through a collaborative approach of procurement and SCM
- **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 customers and supplier collaboration, planning, procurement and inventory replenishment
- **Explore** the latest thinking on supply chain planning and execution



Course Facilitators:
Dr. Dermot Carey
 Chairman & Founder,
 MRM-Global

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.

“Dermot’s ability to analyze the supply chain risks is just amazing! It was an excellent session that revealed so many ideas & techniques which will be surely beneficial.”

**Procurement Manager,
 Dubai Properties**

“The supply chain management practices never seemed so easy but with such a superb and experienced trainer like him, nothing seems simpler!”

**Director of Facilities,
 Alghanim Industries**



Course Facilitators:
André N. Verdier
 CEO, MRM-Global

André Verdier is an experienced IT, Operations, Logistics and Supply Chain Management consultant. His career spans over more than 30 years where he held senior management positions in highly reputed companies such as Hewlett-Packard, AT&T, General Electric, i2 Technologies, DHL and Itsalat International Company (i2).

He is also a regular speaker and chair in Supply Chain, Logistics and Procurement conferences, Universities, Management Schools, trainings and seminars. As Consulting Practice Lead for the Hi-Tech, Automotive & Industrial, Telecom and CPG industries he worked closely with the development teams to design, create and implement bespoke customer Supply Chain visibility solutions.

André’s consulting and Supply Chain Management experience includes sectors such as Electronics, IT, Computer Manufacturing, Telecommunications, Semiconductors, Consumer electronics, Logistics and Transportation, Automotive, Oil and Gas, Software Development and FMCG.

He holds the strategic role of **President**, Executive Committee in the **Supply Chain and Logistics Group (SCLG)** Middle East, is a **roundtable officer** of the **Council of Supply Chain Management Professionals (CSCMP)** Dubai Chapter and a **Chartered Fellow** of the **Chartered Institute of Logistics and Transportation (CILT)**. André is an active member of the **Project Management Institute (PMI)** Middle East Chapter.

“Outstanding presentation demonstrating an in depth knowledge of Supply Chain Strategy and the value addition to the bottom line of our business.”

VP, Emirates Airlines

“André is truly a treasure house of knowledge in the field of Logistics and Supply chain. This coupled with his in-depth understanding of the business helps in ensuring that he delivers the best.”

Director Logistics, DHL

MRM Integrating Supply Chains **Top global clients**



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C o u r s e O u t l i n e s

Module 1:

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This module focuses on the CPFR model integrating Collaborative Planning, Forecasting and Replenishment with the concepts of Customer and Supplier Relationship Management. Participants will get an insight on the processes and systems involved in capturing demand, forecasting and demand planning, inventory planning and replenishment, and Supplier and Customer Collaboration. The course will give you the understanding, knowledge and tools to effectively implement CPFR in your organization.

What is Collaborative Planning, Forecasting and Replenishment or CPFR?

- ✓ The Concept of CPFR
- ✓ CPFR in Supply Chain Management
- ✓ Important Processes in CPFR
- ✓ CPFR Scenarios
- ✓ Implementing CPFR

What is CRM?

- ✓ Important Processes in CRM
- ✓ CRM Scenarios
- ✓ Implementing CRM

What is SRM?

- ✓ Important Processes in SRM
- ✓ CRM Scenarios
- ✓ Implementing CRM

Where do CRM and SRM meet?

The role of:

- ✓ Sales
- ✓ Planning
- ✓ Procurement

Information Systems to Support the CPFR Processes

CPFR, CRM and SRM integration in the Supply Chain

Module 2:

Negotiation and Contract Management

Course Facilitator: **Dr. Dermot Carey**

11 & 12 October 2010, Sheraton Hotel & Towers, Karachi
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Day One

The first day of this module will centre on use of the 7 Step Negotiation model to simulate real situations faced by the participants. Participants will be given instructions in application of the model and then encouraged to apply it to a rehearsal of a forthcoming negotiation. This session deals with different aspects of negotiation; dealing with internal customers, purchasing, technical staff's interaction with suppliers, and a common approach to negotiation which has been proven to deliver highly successful outcomes.

- ✓ When Negotiations are necessary?
- ✓ What is Negotiation?
- ✓ Identifying areas for Negotiation
- ✓ Guidelines for Conducting Negotiations
- ✓ The Use of Agendas
- ✓ Managing the Process of Negotiation
- ✓ Major Phases of Negotiation
- ✓ Planning Skills
- ✓ Questioning Skills in different Cultures
- ✓ Meeting the Negotiation Objective

Day Two

The second day focuses on some of the most effective approaches that can be used in supplier and contract management. For many organizations procurement ends with the award of a contract. For others it involves developing and enhancing performance and the value delivered through suppliers. This session examines Purchasing & Supply Chain from a viewpoint that it is about the management of external service provision from a total cost perspective.

- ✓ Introduction and Overview
- ✓ Managing Service, Cost & Risk via suppliers
- ✓ Evaluating your Suppliers
- ✓ The Move from Tactical to Strategic
- ✓ Defining Partnerships
- ✓ Best of Breed Suppliers
- ✓ The Seven Principles of Supplier Management
- ✓ An Active Approach to Supplier Management
- ✓ Measuring Performance

Who Should Attend?

Supply chain managers, procurement and commodities managers, engineers, project managers, project team members, and all those who are responsible directly or indirectly for planning, forecasting or spending on goods and services.

Module 1:

Collaborative Planning, Forecasting & Replenishment

22 September 2010, Sheraton Hotel & Towers, Karachi
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Workshop Investment

● **Module 1** (Fee per participant)
PKR **24,999/-**
10% Group Discount on 3+ nominees

● **Module 2** (Fee per participant)
PKR **44,999/-**
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Book your seat in both courses and
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Registration Note

Participation will be confirmed **subject to receipt of payment.**

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Module 2:

Negotiation and Contract Management

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Bring Best Practices in Supply Chain Collaboration In-house

These modules 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

Upcoming Programs Book your seat TODAY!

Strategic Quality Management and Business Performance
Alan Power, UK
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23 & 24 Sept. 2010, Karachi

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Saadi Insha
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Building Brand Equity
Omar Abedin, UAE
October 2010, Karachi

Power of Perception (POP)™
Tauseef Qadri, UAE
(Certified de Bono Trainer)
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Paul Walsh, UK
October 2010, Karachi & Lahore

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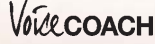
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