

PROCUREMENT & SUPPLY CHAIN MANAGEMENT

January 23, 2020 | Marriott Hotel - Karachi | 9:30 AM – 5:00 PM

"This Clinical Workshop is about strategically managing and sustaining procurement function of supply chain. That is the only way companies are becoming truly competitive."

Course Overview:

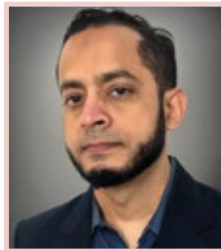
Welcome to the world of Procurement and Category Management in Supply Chain! There are many aspects to deal with by overcoming many challenges unfolding in the face of Procurement Revolution, which is a new normal in doing business. This workshop will introduce you to those aspects and challenges and will show you how to succeed in your spend and managing procurement processes.

This workshop's core deliverables maintain tight control of the whole insertion equation from selecting, short listing suppliers, negotiating procurement contracts with vendors, monitoring contract execution, analyzing supply markets, measuring supplier's performance to resolving issues in procurement process integration and forming strategic partnerships. This highly applied workshop is conducted in a hands-on manner designed to allow for more personal attention and coaching in support of transferring learning back to the workplace.

This workshop provides the opportunity to gain insights into an environment for sound and swift strategic partnerships that timely enables high value transaction to take place.

Who Should Attend?

This workshop caters to professionals working in the procurement and supply chain related functions who seek a greater understanding of the fundamentals in the realm of global purchasing and supply chain. New employees and support staff looking for a broader understanding of dealing with procurement and purchasing risks.



Course Facilitator

Yalman Ansari

- Facilitated/Trained/Consulted for Fortune 100
- Darden-Harvard-Ross trained Business Coach
- Certified Master Corporate Trainer, International Trade Center, Geneva
- Resource Expert to Govt. of Pakistan on a national draft act
- Member Leadership & Advisory Board, Thunderbird-Arizona State University
- MBA, T-bird Merit Scholar, Thunderbird School of Global Management - ranked #1 in International Business

Workshop Investment

PKR **18,000** +SST
per participant



Fee Includes:

5 Star Hotel Venue for Training,
Course Material, Certificate of Attendance,
Lunch, Refreshments & Business Networking

Send your cheque in favor of Octara Private Limited
To: **Umair Tariq, Admin & Accounts Executive**
Octara Private Limited - 1/E-37, Block-6, P.E.C.H.S., Karachi.
Tel: 021-34520708, Cell: 0343 5940485

Bring this program In-house at attractive discount

This workshop can be customized to suit specific needs of your organization which may lead to significant savings.
Please contact Sarim Atique at sarim.atique@octara.com or call at 0345-8949470

For Details:

Karachi: 021-34547141, 34520093, 34536306

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Agenda

The Course has been divided into 5 content categories:

Mastering the Art of Purchasing Basics:

How to identify the best potential suppliers by using price analysis, cost analysis, and total cost of ownership analysis to evaluate supplier pricing and offers

Key Takeaway: Know and apply best practices in Purchasing and Procurement

Supply Chain Contract Optimization: Minimizing Procurement Risks

An interactive role-play for different stages of contracts to negotiate and write effective contracts and iron-clad terms and conditions

Key Takeaway: Learn the metrics of ensuring maximum value at different stages of a contract

Procurement Negotiation: Getting the Best out of Your Suppliers

This session offers insights on negotiation secrets suppliers don't want to disclose

Key Takeaway: Get to know Supplier-friendly win-win negotiation as a new standard

Public Procurement-1: Optimizing its role in a public organization

Understand the role of PPRA Rules, Uniform Custom Practices (UCP 600), and ATA Carnet within the Pakistani context of an organization.

Key Takeaway: Develop insights into effectively managing procurement projects

Public Procurement-2: Dealing effectively with Service Level Agreements

Know how to assess and build the correct pricing model for the products or services being purchased, key performance indicators and appropriate SLA's in the light of Uniform Rules for Demand Guarantees (URDG 758).

Key Takeaway: Build a position of strength for effective negotiation

POST TRAINING: ACTION PLAN MOVING FORWARD

- Creating Value – Desired Results
- Aligning to strategy
- 30-60-90 day Action Plan to implement
- Evaluation and Feedback via email

Methodology:

Pre-briefing warm up to give participants & insight of the workshop. Interactive exercises including action planning, business case studies, role-playing and simulation that actively engage and reinforce content.

Wrap-up session followed by questions to reinforce key knowledge covered in the program.

FACILITATOR'S PROFILE

YALMAN ANSARI



has consulted for over half-a-dozen Fortune 100 companies and has two decades of experience in global business and commercial management. He is a master trainer of Procurement and Supply Chain Management with Geneva-based International Trade Center (ITC), a joint organization of World Trade Organization and United Nations.

His consulting activities have taken him inside numerous organizations such as Metro, CSD, DESCON, Coca-Cola, PAF's Log Branch, NUST Professional Development Center, TCS Private Limited, Ministry of S&T, National Defence University, GHQ's procurement program, Interloop, and Mari Petroleum, to develop strategies for "high value yet difficult to manage centrally" spend categories as they aim to accomplish their goals.

He also holds a charter of Certified Corporate Trainer (and pioneered the concept of "Training by Simplification Method") and Certified Purchasing and Supply Chain Management Professional designation with distinction - (Certificate SCM (ITC), Advanced International Certificate in Supply Chain Management (ITC), International Degree in Profession in Supply Chain Management (ITC) - *also recognized as CPSM® under joint reciprocity agreement with the Institute of Supply Management, USA*) from International Trade Center (ITC), a joint body of World Trade Organization and United Nations Conference on Trade and Development (WTO-UNCTAD), Geneva.

While representing Pakistan, Yalman holds a rare honor of being on the leadership and advisory board of top-ranking Thunderbird School of Global Management at Arizona State University, top-ranked for Innovation and Supply Chain Management Program. He holds an MBA from Thunderbird School of Global Management, USA, as a merit scholar, and his bachelor's in business from Wichita State University, USA, where he was on the Dean's List.



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