

Integrate  
Warehousing

Ensure  
Competitive  
Advantage

Maximize  
Opportunities

Enhance  
Performance

RIDE OUT THE STORM!  
Reduce Costs

# Warehouse Management

**Increase Efficiency While Reducing Costs  
In Warehouse Operations And Management**

16 & 17 February 2012, Sheraton Hotel & Towers, Karachi  
20 & 21 February 2012, Pearl Continental Hotel, Lahore  
9:00 am - 5:00 pm

## Top 5 Learning Outcomes:

- **Gain new insights** into application of an integrated approach Towards Warehouse Management
- **Maximize the opportunities** offered by new warehousing innovations
- **Increase your understanding** of warehouse management costs and financial performance
- **Enhance overall profitability** of the organization through efficient warehouse performance
- **Address the management** of supply risks and recognize the value of working across functions



Course Director:

## Dr. Dermot Carey

A renowned Supply Chain Management Consultant, Trainer and a Specialist

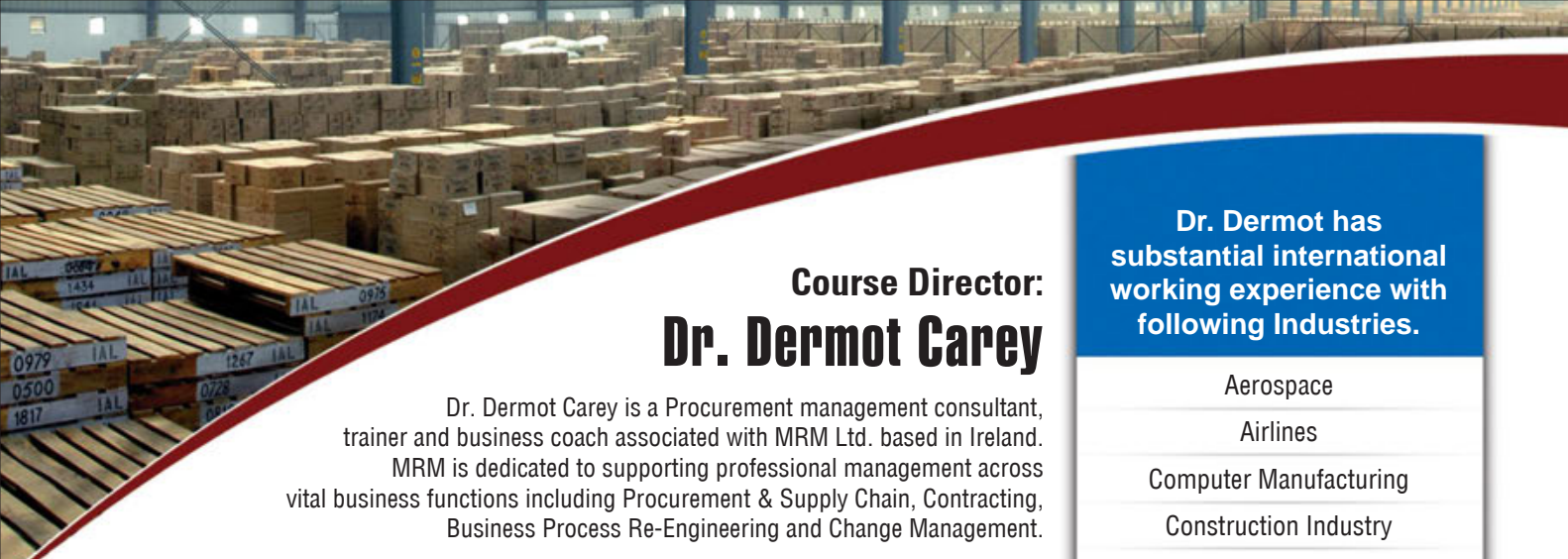
Founder & Managing Director of Materials Resource Management (MRM), based in Ireland

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

...Only from Octara!!!



## 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 Gnoune 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:



# Plus! Case Studies, Q & A Sessions and Interactive Exercises

## Warehouse Management

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### Course Overview:

The effects of globalization on business processes have been dramatic, and the key words in today's highly competitive market place are 'Productivity' and 'Efficiency'. Warehousing is a discipline where efficiency of systems and the way processes integrate with logistics and supply and demand of the business can bring about enormous cost savings to help make the competitive difference needed to succeed. Understanding how warehousing operations integrate into business however is not enough. There are important strategic management issues that need to be considered with regards to the supply chain, and how processes need to strategically integrate to deliver maximum results to business. To achieve this, warehousing professionals need to understand best practice management and the latest tools and technologies and their efficient uses.

This program will explore and explain the principles, practices tools and techniques which have to be in place to deliver excellent warehousing performance. It will clearly and effectively provide an understanding of how an organization needs to act to attain a standard of excellence while sharing with participants a wealth of ideas on how to improve the performance of their warehouse. Participants will be provided with templates and checklists and will gain familiarity with their use through facilitated hands-on exercises that reinforce the learning objectives.

### Course Benefits:

- Gain new insights into how the application of integrated thinking can transform the importance of warehouse management
- Increase your understanding of warehouse management costs and financial performance.
- Review the latest thinking on planning and execution of the integrated concept.
- Understanding of the impact of enhanced warehouse performance on the overall profitability of the organization.
- Ability to address the management of supply risks.
- Recognition of the value of working across functions

### Who Should Attend?

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

## Day -1

- The Role of the Warehouse in the Supply Chain
- Warehouse Functions & how they fit in to the overall Supply Chain.
- Sorting and Storing
- The Warehouse Check List
- Warehouse Layout Options
- Volumetric Storage Impact
- Warehouse Elevations
- Capacity – V – Utilisation
- Choke Points
- Picking/assembly options
- Pick to Light/Voice
- Despatching options
- Organizing for flow
- Materials and Logistics Function and Responsibilities
- Receipt of Goods
- Inspection / Quality / Standardization
- Storage of Goods
- Storage Equipment
- Security and Safety

## Day - 2

- Materials and Logistics Organisation
- Productivity, Operating Costs & Budgets
- Fixed and Variable costs
- Utilization and Performance
- The Importance of Metrics
- Performance Indicators
- Setting Productivity and Cost Targets
- Assess Labour Needs
- Materials and Logistics / Inventory Control
- Pareto Analysis or the 80/20 rule
- ABC Classification Analysis
- Product Handling Groups
- Forecasting
- Inventory Management
- Cycle Counting
- Perpetual Inventory Checks
- Quarantine
- LIFO& FIFO
- Stock-checking
- Issuing of Stock
- Stock Accounting
- Service levels
- Internal and External customers
- Key customer service measures
- Customer service sampling
- Effects of substandard service
- Minimizing errors



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## Workshop Investment

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

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

Fee includes course material, Octara certificate, lunch, refreshments & business networking

## Registration & Payment Options

- E-mail or Fax your nomination(s) to:  
**Muhammad Adeel Khalil**  
E-mail : madeel@octara.com  
: register@octara.com  
Tel : 021-34534261, Cell: 0300-8937513  
Fax : 021-34520708, 021-34546639
- 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

To receive this flyer by e-mail drop us a line at [info@octara.com](mailto:info@octara.com)

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### 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



## Bring Warehouse 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

### Octara's Upcoming Programs\* INVEST TODAY!

#### Executive Secretaries & PAs Workshop

26 January 2012, Karachi  
**Arshi Ahmad-Aziz**

#### Effective Delegation Skills

February 2012, Karachi and Lahore  
**Ramiz Allawala**

#### Total Rewards Management

16 & 17 Feb 2012, Karachi | 21 & 22 Feb 2012, Lahore  
**Rahim Shirazi**

#### Mind Mapping for Sales Success

20 February 2012, Karachi | 22 February 2012, Lahore  
**Graham Moore**

#### Financial Modelling using MS Excel

February 2012, Karachi | February 2012, Lahore  
**Ali Saeed & Nooruddin Surani**

#### Systematic Key Account Management

February 2012, Karachi | February 2012, Lahore  
**Ramez Helou**

#### UPLIFTING SERVICE

21 April 2012, Karachi  
**Ron Kaufman**

#### Liberating Passion

April 2012, Karachi | April 2012, Lahore (via Satellite)  
**Omar Khan**

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