



## World Class Procurement

### Background

A world class procurement function can add many percentage points to the bottom line by partnering with the business and suppliers alike to deliver real results in terms of quality, cost and time.

OSC are now making the knowledge to achieve such results available to organisations and individuals via a structured four-day development programme.

#### Day 1 – World Class Procurement

Beyond Best Practice – real life examples.  
How good it can be for you – the potential benefits.  
Matching your business needs with the supply market.  
How to manage your spend (Portfolio Analysis).  
Partnering with your business.

#### Day 2 – Targeting your Approach

Competition V Collaboration – flexing the approach  
Difficult markets – understanding the dynamics of the market.  
Risk & vulnerability – managing the balance.  
Prioritise efforts for maximum impact (Opportunity Analysis).  
Key Attributes of an effective procurement professional.

#### Day 3 – Price To Cost – Managing Suppliers

How do suppliers price?  
PPCA price de-construction & synthesising costs.  
Supplier conditioning (magnifying fear & desire).  
Choosing the supplier – getting the criteria right.  
Building sustainable business partnerships.

#### Day 4 – Driving the Value

Advanced Supplier Relationship Management.  
Outcome and results based relationships.  
Continuous Improvement – planning to deliver year on year savings.  
Putting your knowledge into action.

This challenging programme covers the 'how' as well as the 'what' of World Class Procurement.

Our tutors have held senior procurement roles in many large organisations and have implemented changes that have delivered \$ multi-million benefits. Participants will leave with a sound theoretical knowledge but also a practical understanding of how to put this knowledge into practice in their organisation.

For more information on any of the above services or to discuss your specific requirements please contact us at [info@oxfordstrategicconsulting.com](mailto:info@oxfordstrategicconsulting.com) or call Professor William Scott Jackson on tel: +44(0)7785 110910 or +44(0)1344 780583.