

Purchasing and Supply Chain Management



The current business macro environment is shaped and dictated by the supply and price of oil and other commodities; the global financial instability and consequential widespread mistrust by both lender and borrower has compounded the business difficulties. The present-day trading environment is characterised by rapidly escalating competition; short product design cycles; short and compressed product life cycles and the resultant intense competition is enabled by new technologies and business innovation.

In Ireland no area of business is insulated from the challenges posed by the development of globalised markets. No longer is it simply company competing against company but rather supply chain versus supply chain. In this context Supply Chain Management can be defined as 'the management of all activities, information, knowledge and financial resources associated with the flow and transformation of goods and services, sourced from suppliers, in such a way that the expectations of the end users are being met or surpassed'.

In the not too distant past, all discussion regarding Supply Chain Management was mainly related to manufacturing organisations. Nowadays the service industries are embracing Supply Chain Management disciplines to build and sustain their financial health. The successful attainment of strategic business objectives in all sectors is relying on supply chains where the suppliers and their customers are integrating their operational management and information systems to achieve mutual benefits. Competitive advantage is achieved through a productivity advantage (low cost) or a value advantage (differentiation) and both of these strategies is reliant on well-managed supply chains.

Optimum Results together with the Irish Institute of Purchasing and Materials Management (IIPMM) have come together to support SMEs in improving its Purchasing and Supply Chain management capability - A programme of training in key aspects of Purchasing and Supply Chain Management has been developed. The five-day programme consists of Training modules that can be taken in its entirety over a period of time or by individual module as required to meet individual needs.





(1) Introduction to Purchasing & Supply Management

In ever-increasing competitive markets, the importance of purchasing and supply management, inclusive of companies, their suppliers and their customers has been greatly highlighted. As margins are reduced the need to preserve the financial health of companies is reaching a critical stage. This one-day session examines all aspects of Purchasing and Supply Management, at an introductory level, and in the context of the Hospitality sector

(2) Supply Sourcing & Supplier Relationship Management

Selecting the most suitable suppliers for an organisation is a major challenge for those staff charged with the sourcing, evaluation and selection tasks. And after the suppliers have been chosen, the ongoing process of managing the supplier relationship and measuring the performance results are key to the achievement of the contracted objectives. This one-day session covers the sourcing, evaluation, selection and ongoing management of suppliers

(3) Commercial Negotiations

The ability to negotiate is one of the key skill requirements for the professional buyer. This intensive one-day session deals with all aspects of the preparation and the process of negotiation. This is achieved by working through a systematic approach to achieving the best possible value deal for the buyer's organisation. Exercises and role-plays related to the Hospitality sector are included to support the learning experience.

(4) Cost Reduction Planning and Implementation

Cost reduction has become a key business strategy in many organisations in both the Private and Public sectors. Procurement expenditure impacts directly on an organisation's financial position. Effective cost reductions will play an important role in gaining either increased profitability or an enhanced competitive cost advantage in the marketplace. This one-day session will help attendees to develop and deliver on cost savings.

(5) Inventory Management

Getting the level of Inventory 'RIGHT' can release working capital as well as reduce operating costs and at the same time improve customer service. This one-day session will provide a greater understanding of Purchasing, Stores and Materials Management and how substantial efficiencies can be achieved.

The training will include Case Studies, Exercises relevant to the Hospitality sector and will include guest presenters from the Hospitality sector as appropriate to the module being completed. In addition to the above topics, the entire programme will refer to the **I-AIM** business strategy philosophy which seeks to continually improve the Purchasing and Supply Chain Management within Organisations:





Profile of Associate Trainer Jim Nix (MIIPMM)

Jim's background includes Head of Group Purchasing for a period of 13 years. He has extensive top-level experience in all areas of Strategic, Contractual and Operational Purchasing, having led the Group Purchasing Team, from foundation. Apart from leading and involvement in all major Bank contracts, he has also worked with companies in the Pharmaceutical, Manufacturing, IT, Retail and Service industries. He qualified from the Irish Institute of Training & Development – IITD in 2005. He has devised and presented training seminars and in-company training in 'Negotiations', 'Purchasing Strategy', 'Outsourcing', 'Consultancy Purchasing', 'Capital Procurement', 'Cost Management', and 'Managing Procurement'. Since 2003, Jim has lectured and examined in the following areas:- 'Strategic Supply Management', 'Supply Chain Management' and 'Logistics' to Degree Level, and on 'Outsourcing' to Masters Level. Practitioner and Theorist, Jim is on the board of the Irish Institute of Purchasing and Materials Management (IIPMM)

For further information on the Purchasing and Supply Chain Management Training please contact Joe Tanti, Optimum Results on tel: 042 933 3033 / email: joetanti@optimumresults.ie

