

Modern Supplier Management, Development & Optimization

Supply Chain & Logistics
London (UK)
17 - 21 Mar 2025

UK Training

PARTNER

The image features a chessboard with several chess pieces. In the foreground, a large, ornate king piece is prominent, flanked by two smaller pawns. The chessboard is set against a background of concentric circles that create a sense of depth and focus. The overall aesthetic is professional and strategic.

Modern Supplier Management, Development & Optimization

Ref: 32094_126514 **Date:** 17 - 21 Mar 2025 **Location:** London (UK) **Fees:** 4400 Euro

Introduction

The course introduces you to supplier management concepts and principles and teaches you how to develop and optimize a supplier management program. To ensure a robust, engaging learning experience, this course leverages case studies, individual and group activities, hands-on exercises, and knowledge checks to help you transform the conceptual into the practical.

Course Objectives of Modern Supplier Management, Development & Optimization

- Identify the Key Suppliers in the company
- Analyze the relationship with the Key Supplier
- Understand the Key Suppliers strategy and its fit for the company
- Identify the organization and the process to manage key suppliers
- Understand the benefits, risks, and key success factors to implement SRM.
- Set-up a structured process to identify, analyze, and manage Key Suppliers

Course outlines of Modern Supplier Management, Development & Optimization

Day 1

Supplier Relationship Management

- Definition, benefits, and risks of SRM
- The processes and tools to implement SRM and Key Supplier Management
- Identifying Key Suppliers in a portfolio
- Focusing on a Key Supplier
- Identifying the Key Supplier business strategy
- Analyzing the buying company's attractiveness to the Key Supplier
- Understanding personal networks among the company and the Key Supplier
- Benchmarking actual examples of Supplier's strategic mapping matrix and Global commodity strategic analysis
- Workshops and cases

UK Training

PARTNER



Day 2

Company and the Key Supplier

- Defining objectives for a Key Supplier
- Identifying the action plan to manage the Key Supplier
- Setting up the organization to manage the Key Supplier Key Supplier Manager
- Understanding the purchasing Company's maturity levels to drive and enable the SRM process
 - From transactional process to Value chain integration
- Benchmarking actual examples of performance measurement
 - Suppliers Scorecards, Customers Satisfaction Index, Suppliers Satisfaction Index
- From Scorecards to qualitative TCO:
 - Integrating the customers' expectations into Key suppliers' management objectives

Day 3

Supplier Development & Optimization

- Measuring suppliers' performance
- Efficiency and effectiveness
- Early warnings
- Linking TCO and Metrics

Day 4

Managing risk

- Identifying and monitoring risk
- Assessing the Value at risk
- Monitoring risk

Sustainability

- Why is sustainability important?
- The role of purchasing regarding sustainability
- Mapping risk and opportunities
- Ensuring compliance

Day 5

Leading supplier development project

- Concepts
- Tools
- Managing a supplier development project

Workshops

- Anticipate and mitigate risk.
- Integrate sustainability in the purchasing process.
- Solve problems using a structured approach.
- Create and implement a supplier development project.
- Manage effectively supplier performance.

UK Training
PARTNER



Blackbird training cities

Accra1 (Ghana)

Amman (Jordan)

Amsterdam (Netherlands)

Annecy (France)

Baku (Azerbaijan)

Bali (Indonesia)

Bangkok (Thailand)

Bangkok (Thailand)

Barcelona (Spain)

Batumi (Georgia)

Beijing (China)

Beirut (Lebanon)

Berlin (Germany)

Birmingham (UK)

Bordeaux (France)

Boston,Massachusetts (USA)

Brussels (Belgium)

Cairo (Egypt)

Cape Town (South Africa)

Casablanca (Morocco)

Cascais (Portugal)

Copenhagen (Denmark)

Doha (Qatar)

Dubai (UAE)

Düsseldorf (Germany)

UK Traininig
PARTNER



Blackbird Training Category



Human Resources



Audit & Quality Assurance



Finance, Accounting, Budgeting



Marketing, Sales, Customer Service



Secretary & Admin



Law and Contract Management



Project Management



IT & IT Engineering



Supply Chain & Logistics



Management & Leadership



Professional Skills



Oil & Gas Engineering



Health & Safety



Telecom Engineering



Hospital Management



Customs & Safety



Aviation



C-Suite Training



Agile and Refinement



Blackbird training Clients



UK Training
PARTNER



BLACKBIRD
FOR TRAINING

LONDON TRAINING PROVIDER



www.blackbird-training.com



training@blackbird-training.com



+44 7480 775526 / +44 7401 177335