

# Modern Supplier Management, Development & Optimization

Supply Chain & Logistics  
Cairo (Egypt)  
02 - 06 Feb 2025

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## Modern Supplier Management, Development & Optimization

**Ref:** 32094\_135350 **Date:** 02 - 06 Feb 2025 **Location:** Cairo (Egypt) **Fees:** 3300 **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

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## 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

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- 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.

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