



# Strategic Purchasing and Supply Management Course

## Venue Information

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**Venue:** London UK

**Place:**

**Start Date:** 2026-09-15

**End Date:** 2026-09-19

## Course Details

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**Net Fee:** £4750.00

**Duration:** 1 Week

**Category ID:** P,PACC

**Course Code:** P,PACC-31

## Syllabus

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### Course Syllabus

#### Introduction

This course leads delegates through the development and implementation of carefully crafted strategies for the acquisition of all goods, parts, equipment, and services. This is a critical issue for all organizations wishing to reduce operating cost while improving quality and productivity.

This program explores key concepts of Strategic Cost/Price Analysis, Value Analysis, and Total Cost of Ownership that will move today's supply management organization to the strategic focus needed to achieve world-class performance. Organisations sticking to out-dated procedural and tactical approaches will be outcompeted by leading organisations utilising the latest approaches and techniques to ensure that their supplier base matches their ambitions.

#### This course will feature:

- Understanding and managing supplier pricing models

## Objectives

- Analyse the elements of cost in supplier's price
- Understand differences in international labor rates
- Evaluate supplier's different pricing models & analyse supplier's price breakdowns
- Understand methods of price and cost analysis
- Create an approach to implementing TCO analysis

## Content

### Day One

#### Setting the Strategic Direction

- Defining the supply management mission and vision
- Stages to world class Supply Management
- Becoming more strategic in procurement
- Supply Management skill sets
- Developing the Spend analysis
- The ABC (Pareto) analysis

### Day Two

#### How do you know that you got a Good Price?

- Supplier Pricing models
- Defining Cost and Price analysis
- Methods of Price analysis
- Working with Producer Price Indexes
- Developing the Organization's purchase price index
- Estimating Cost in relationships

### Day Three

#### Getting a Better Price by Analysing Cost

- Methods of Cost analysis
- Major elements of Cost
- What and how important are Supplier overheads
- Sources of cost information
- Analysing Supplier cost breakdowns

### Day Four

#### Using Price, Volume, International Labour, and Value Analysis

- Global Industrial Labour Rates

▪ **Ensuring supplier value**

## **Day Five**

### **Total Cost of Ownership (TCO)**

- Changing Supply Management
- Defining TCO
- Barriers to TCO
- Approaches to TCO
- Total Cost Modelling of the Supply Chain
- Implementing TCO