



Strategic Purchasing and Supply Management Course

Venue Information

Venue: London UK

Place:

Start Date: 2026-11-17

End Date: 2026-11-21

Course Details

Net Fee: £4750.00

Duration: 1 Week

Category ID: P,PACC

Course Code: P,PACC-31

Syllabus

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