

Digital Certification Training

Strategic Procurement Masterclass

Maximizing Value & Unleashing Efficiency Through Strategic Procurement Optimisation

New Dates: 21 & 22 September 2023

~~11 & 12 September 2023 (FULLY BOOKED!!)~~

VE Hotel Bangsar South, Kuala Lumpur



Proudly organized by:



We are registered with:



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082 287 737



+6016 851 8929



082 287 727



kevin@cia-global.com

Overview of The Training

The program focuses on developing the knowledge, skills, and strategies required to effectively manage procurement processes and engage in successful negotiations with suppliers. The training equips participants with the tools and techniques necessary to drive value, reduce costs, and build strong supplier relationships within an organization's procurement function.

Various aspects of strategic procurement, starting with an introduction to the concept and its significance in achieving business objectives. Participants gain an understanding of the key objectives, benefits, and challenges associated with strategic procurement in today's business environment.

The program delves into the strategic sourcing process, which includes identifying procurement needs, evaluating and selecting suppliers, negotiating contracts, and managing supplier relationships. Participants learn how to conduct market analysis, assess supplier capabilities, and develop evaluation criteria for supplier selection. Emphasis is placed on effective negotiation strategies and tactics, including planning and preparation, communication, active listening, and conflict resolution.

Supplier relationship management is a core component of strategic procurement, and the training provides insights into developing and nurturing strategic supplier partnerships. Participants learn how to implement supplier performance management systems, effectively communicate and collaborate with suppliers, and manage supplier risks and conflicts.

Ethical and sustainable procurement practices are also addressed in the training. Participants understand the importance of ethical sourcing, sustainability considerations, and compliance with legal and regulatory requirements. Supplier diversity and social responsibility are highlighted as integral components of strategic procurement.

The training concludes with a focus on continuous improvement and future trends in strategic procurement. Participants learn how to monitor and measure procurement performance, implement improvement initiatives, and stay updated on emerging trends to prepare for the future of procurement.

Overall, strategic procurement and negotiation training equips participants with the knowledge, skills, and tools needed to strategically manage procurement processes, engage in successful negotiations, and drive value for their organizations.

Learning Outcome

Upon completing this masterclass, participants will be able to:

- Understand the concept and importance of strategic procurement in achieving business objectives
- Identify the role of procurement in overall business strategy
- Apply the strategic sourcing process to identify and assess procurement needs effectively
- Evaluate and select suppliers based on their capabilities and performance
- Develop supplier scorecards and evaluation criteria for supplier assessment
- Utilize negotiation strategies and tactics to achieve win-win outcomes
- Plan and prepare for negotiations, including effective communication and active listening
- Understand Contract Management & Challenges in Procurement
- Develop and nurture strategic supplier partnerships
- Implement supplier performance management systems for effective supplier relationship management.
- Communicate and collaborate with suppliers for improved outcomes
- Manage supplier risks and resolve issues in a timely manner.
- Increase productivity and achieve savings through Effective purchasing & Cost reduction techniques
- Utilize technology and data analytics in procurement decision-making
- Comply with ethical sourcing and procurement practices
- Monitor and measure procurement performance for continuous improvement
- Understand Trends Shaping the Future of Sourcing & Procurement

Who Should Attend?

This workshop will be essential use to Heads, Managers and Executives of the following departments:

- Procurement/ Purchasing: Those responsible for overseeing procurement activities within an organization and developing procurement strategies as well as responsible for executing the procurement process, including identifying suppliers, negotiating contracts, and managing supplier relationships.
- Supply Chain: Individuals involved in managing the flow of goods, materials, and services across the supply chain, who want to enhance their procurement expertise
- Sourcing/ Vendor/ Contract: Individuals focused on identifying and evaluating potential suppliers, conducting market research, and negotiating favorable terms and pricing as well as responsible for managing relationships with suppliers and ensuring compliance with contractual agreements.
- Finance: Individuals involved in financial analysis, budgeting, and cost management, who want to gain insights into optimizing procurement practices to achieve cost savings and maximize value

Course Outlines

Module 1: Fundamental of Procurement

- What is the difference between Purchasing and Procurement?
- Principles of Purchasing Management – 7 Rs
- Objectives & Roles of Purchasing/Procurement
- Purchasing Interfaces & Cycle
- Procurement Cost Control
- Design of Purchasing Organization
- Understanding Category Management
- Understanding E- Procurement

Module 2: Introduction to Strategic Procurement

- Definition and importance of strategic procurement
- Key objectives and benefits of strategic procurement
- Role of procurement in overall business strategy
- Determining Procurement and Sourcing Strategy
- Current trends and challenges in strategic procurement

Module 3: Strategic Sourcing Process

- Introduction to Strategic Sourcing
- Understanding the Strategic Sourcing framework
- Strategic Sourcing: Importance & Benefits
- Strategic Sourcing Process
- Supplier Evaluation and Selection
- Negotiation and Contracting
- Supplier Relationship Management

Module 4: Market Analysis and Supplier Evaluation

- Conducting market research and analysis
- Single sourcing & Multi Sourcing
- Make/Buy Decision/Vertical Integration
- Assessing supplier capabilities and performance
- Developing supplier scorecards and evaluation criteria
- Supplier segmentation and relationship mapping

Module 5: Negotiation Strategies and Tactics

- Understand What is Negotiation in Procurement
- Planning and preparation for negotiations
- Understanding negotiation styles and approaches
- Understanding a Best Alternative to a Negotiated Agreement (BATNA)
- Win-win negotiation techniques
- Effective communication and active listening
- Managing conflict and resolving disputes

Module 6: Contracting and Legal Considerations

- What is Procurement Contract Management?
- Understanding The Procurement Contract Management Process
- Objectives of Contract Management in Procurement
- Understanding Different Types of Contracts
- Performance measurement and contract administration

Module 7: Ethical and Sustainable Procurement Practices

- Importance of ethical sourcing and procurement practices
- Sustainability considerations in procurement
- Supplier diversity and social responsibility
- Compliance with legal and regulatory requirements

Module 8: Procurement Cost Management

- Potential Procurement Savings
- Understanding Total Cost of Ownership
- Leveraging data analytics for strategic decision-making -Conducting Spend Analysis
- Uncovering Profit opportunities in Purchasing functions

Course Summary: Developing Your Action Plan

- Program Recap of Strategic Procurement Management
- Formulate your Procurement Opportunities in your organisation
- Critical Initiatives and Key Action areas

Training Schedule:

08:30AM	Registration & Welcoming Coffee
09:00AM	Training Starts
10:00AM	Morning Break
12:30PM	Lunch Break
15:00PM	Afternoon Break
17:30PM	End of Training

Nakulan Thamalingam

- Chartered Accountant
- Fellow Member of Chartered Association of
- Certified Accountant - FCCA (UK)
- Member of the Malaysian Institute of Accountants
- Certified Trainer: Finance and Supply Chain Programs
- Certified HRD Corp Trainer

Nakulan Tharmalingam (FCCA, RA), a Fellow of Certified Chartered Accountant, UK is a Principal Consultant with NT Business Consulting and Training responsible for Finance Transformation, Operational Effectiveness and Supply Chain Management solutions.

Nakulan is a talented professional with over 35 years of progressive accomplishments leading Finance, Sales and Supply Chain and project management initiatives for major businesses. Strong strategic planner, problem solver and persuasive leader. Committed to managing operations and projects effectively while consistently delivering desired results and contributing positively to revenue generating activities.

Nakulan comes with extensive practical work experience in auditing, financial accounting, treasury functions, corporate finance, administration, general management and corporate training.

Specialties: Auditing, Finance, Financial Accounting, Treasury, Accounts Payable, Accounts Receivables, Reconciliation, Fixed Asset and Project accounting, Solution development, F&A Training, Fraud risk assessment, Capital Budgeting and Process streamlining.

Corporate Finance: Analyzed and evaluated potential acquisition targets, including financial modeling of the target company's value and brand value in relation to its purchase price. Developed a detailed understanding of the client's business model, market position, strengths/weaknesses, growth opportunities and risks. Assessed the attractiveness of various companies for M&A activity.

28 years working with a major Global MNC – Colgate Palmolive Malaysia- Finance, Commercial and Supply Chain operations. Director with the MNC with responsibility for all Customer Service & Logistics functions including Demand Principal Planning /Inventory Management, Customer Service, Distribution Operations and Logistics Alliances.

Led the implementation of SAP Finance, Sales and Distribution Modules for Colgate-Palmolive. Specialist in Forecasting & Budgeting Business Modelling, Long Range Strategic Business Planning. And Competitive Analysis Variance Analysis Cost Analysis / Control.

He has managed roles in various Supply Chain Management like Demand and Supply Planning, Materials Management, Sourcing, Manufacturing Planning and Customer Service. He has keen interest and strengths in Supply Chain Strategy & Design, Supply Chain Processes, SCOR, Planning Tools and Training. He had played an instrumental role in implementing and driving strategic procurement projects for various organizations. He has also assisted in managing organization wide Initiatives and spearheading the Go-To Market Strategy for Inventory Optimization.

Nakulan is an experienced trainer and facilitator and has conducted many training session sand workshops for managers, executives and non-executives in the area of finance, sales, customer service and supply chain management.