

TOOLS & PRACTICES – Some elementary practices & tools

Level	Fee
Beginner	€ 400

e-Modules' titles	Objectives	Content
NEEDS DEFINITION - SEGMENTATION	This module aims at using some elementary Purchasing tools: - segmentation - the impact of segmentation on company strategy	1. Understanding segmentation 2. An example of segmentation
NEEDS DEFINITION – ABC/ Criticality analysis	This module aims at using some elementary Purchasing tools: - the difference between Pareto, 20/80 and ABC analysis - why to carry out an ABC analysis - how to carry out a Criticality analysis	1. Pareto & 20/80 2. ABC 3. Criticality
LEVERS TO LEVERAGE: CONSOLIDATION & STANDARDISATION	This module aims at using some elementary Purchasing tools: - understanding & implementing consolidation - understanding & implementing standardisation	1. The WHAT & WHY of Consolidation 2. The WHAT & WHY of Standardisation 3. Impact on competition
RFX: REQUEST FOR INFORMATION / PROPOSAL / QUOTATION	This module aims at understanding some basics of Purchasing & being able to use some elementary tools: - understanding the 3 RFX tools which are essential to the Supplier prospection & selection phase	1. Introduction to RFX 2. Request for Information 3. Request for Proposal 4. Request for Quotation
UNDERSTANDING WHAT SRM IS ABOUT (Lev1)	This module aims at understanding the principles of SRM & being able to use some elementary Purchasing tools: - SRM as an alternative to market competition - the benefits of SRM - SRM & value visibility - the SRM process	1. What is SRM? 2. SRM's added value 3. SRM & value location 4. The SRM process