



Testimonials:

- "I... SAID TO ME THAT HE HAD NEVER LEARNED SO MUCH ABOUT PURCHASING AS HE COULD DURING THESE TWO DAYS OF SMART PURCHASING SKILLS TRAINING. THAT'S A PROGRESSIVE ENCOURAGEMENT OF WHAT YOUR ORGANIZATION STANDS FOR!"
— Mr. Imran Khan, Director, Pakistan Post, Islamabad, Pakistan
- "MY PEOPLE ARE EXTREMELY HAPPY WITH THE PROFESSIONAL & EFFICIENT RECRUITMENT SERVICES PROVIDED BY YOUR RECRUITMENT TEAM."
— Mr. Saad Ahmad, Founder, Phoenix Lead, Health, South India
- "THE EARLY RESULTS OF THE COURSES RUN BY YOU ARE VERY PROMISING. THE TEACHING MATERIAL AND METHODS USED IS SIMPLE TO UNDERSTAND AND PRACTICAL SO THAT ATTENDEES CAN RESOLVE QUERIES WITHIN THE PROBLEM AND SOLUTION IN A WAY THAT IS REMEMBERED AND USED IN THEIR DAILY WORK."
— Mr. Anwarul Karim, Director, Pakistan Post, Islamabad, Pakistan
- "I HAVE LEARNED A LOT IN THE TRAINING. I WISH TO THANK YOU FOR THE GREAT TIME I SPENT WITH ALL PERSONNEL. I HOPE I WOULD HAVE THE CHANCE OF ATTENDING SUCH KIND OF TRAINING WITH YOU AS A TRAINEE. THE TRAINING MATERIAL WOULD NOT BE USELESS AND EFFECTIVE IF SOMEBODY WILL FACILITATE. YOU ARE SIMPLY A 'PERFECT TRAINER'!"
— Mr. Anwarul Karim, Director, Pakistan Post, Islamabad, Pakistan
- "THANK YOU FOR YOUR KIND E-MAIL. ALL MY COLLEAGUES WERE IMPRESSED BY THE TRAINING COURSES AND THEY LOOK FOR MORE."
— Mr. Anwarul Karim, Director, Pakistan Post, Islamabad, Pakistan
- "THANKS A LOT FOR YOUR FOLLOW UP & KNOWLEDGE I GAIN FROM YOU. REALLY YOUR COURSE AFFECTED ME A LOT!"
— Mr. Saad Ahmad, Founder, Phoenix Lead, Health, South India
- "IT WAS REALLY A NICE SESSION. I HAD THESE THOUGHTS OF YOUR PRESENTATION AND FOUND THIS VERY INFORMATIVE AND PRACTICAL. I WOULD LIKE TO IMPLEMENT THE STRATEGIES SUGGESTED AND APPLY THE TECHNIQUES SHARED IN THE PRESENTATION."
— Mr. Anwarul Karim, Director, Pakistan Post, Islamabad, Pakistan

Training Uniqueness:

- Focus on practical application of theory with real life examples from global companies
- Examples from various industries – FMCG, Oil & Gas, Pharmaceutical, Services, Food Services, Retail, etc.
- Experience sharing from different parts of the world
- Practical handouts/worksheets for immediate application and use
- Case Studies during the trainings
- Post training assessment

Shahzad Training & Consulting International (STCI)

Lahore, Pakistan
Learning@shahzadtc.com
www.shahzadtc.com

Training Investment:

- Please email at learning@shahzadtc.com

Payment:

- 100% Advance Payment
- Cancellation charge 50% one week before training; 100% afterwards
- Payment by telegraphic transfer to STCI company account

Dates: TBA

Venue: TBA

Please email your nomination to:
learning@shahzadtc.com

Language: English

Training Course Level: Basic – Intermediate – Advanced

Method of Delivery: Instructor Lead Classroom OR Virtual Session of 2 Days Duration; Delivered as a public session OR in-house

Target Audience: Purchasing Managers and Buyers, Expeditors, Contract Managers, Sales Staff who want to know how purchasing staff are trained.

Supply Chain is backbone of any organization which deals with understanding your customer requirements and then delivering the product to the customer effectively and efficiently. Supply Chain for an organization range between 2-6% of its net sales, which is a significant amount of money. Hence, it is very beneficial to organizations to make their supply chain effective and efficient resulting in cost reduction and increase in customer satisfaction. Supply Chain has different components such as Supply & Demand Planning, Warehousing, Transportation and Purchasing.

Training Course Introduction:

Every organization **buys items and services** to produce the finished goods and services they sell to their consumers. Purchases account for over 50% of the money spent by an organization. Hence, getting the right value is key in saving cost and increasing quality. This training provides practical aspects on how to obtain the best value and hence save cost.

Training Course Objectives:

- To Define Purchasing
- To Introduce the purchasing process elements:
 - Setting Purchasing Priorities
 - Organizing Purchasing Resources
 - Executing Purchasing Strategy
- To Measure Purchasing Performance

Training Content:

Difference between Purchasing, Procurement, and Value Buying

- What is the role of purchasing?
- Making Purchase Orders?
- Following up deliveries?
- Forwarding invoices for payment to finance?

Setting Purchasing Priorities

- ABC (Pareto or 80/20) Analysis
- Supply Positioning
- Supplier Preference
- Strategic Supply Positioning (SSP)

Purchasing Organization

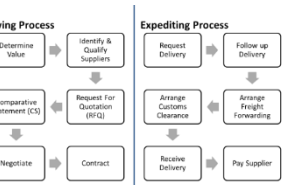
- Role of Buying
- Role of Expediting
- Required Qualities, Competence, Knowledge, and Experience
- Career Path Development
- Organizational Orientation

Purchasing Execution

- Types of Purchases
- General Procurement Process

Value:

- Definition,
- Estimation,
- Components
- Comparison



Supplier Qualification

- Criteria
- Assessment
- Selection

Contracting

- RFQ
- Comparative Statement
- Contract

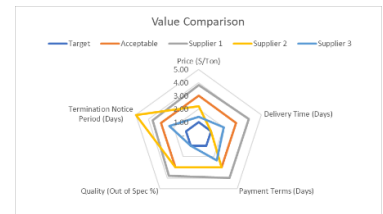
Expediting

Measuring Performance:

- Buying KPIs
- Expediting KPIs
- Saving Cost

Case Study Test

Development Customer Supplier Deal Buy Price Supplier's Current Business Supplier's Business Supplier's Deal Buy Price Supplier's Current Business Supplier's Business Supplier's Deal Buy Price Supplier's Current Business Supplier's Business	Core Customer Supplier Deal Buy Price Supplier's Current Business Supplier's Business Supplier's Deal Buy Price Supplier's Current Business Supplier's Business	Development Customer Supplier Deal Buy Price Supplier's Current Business Supplier's Business Supplier's Deal Buy Price Supplier's Current Business Supplier's Business	Core Customer Supplier Deal Buy Price Supplier's Current Business Supplier's Business Supplier's Deal Buy Price Supplier's Current Business Supplier's Business
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Training Methodology:

This training includes presentations, demonstrations, videos and exercises.

Coach:

This training is conducted by **Ahsan S. Razzaq**. Ahsan possess 28 years of experience in Supply Chain Management for Fortune 500 companies such as P&G, Henkel, Olayan, Savola, Basamh to name a few. Ahsan has worked in Saudi Arabia, Pakistan, Turkey and several other countries. He has worked in several industries such as FMCG, Oil & Gas, etc. His profile can be viewed [here](#).