



Testimonials:

"I... SAID TO ME THAT HE HAD NEVER LEARNT 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. Anwar Hameed (Punjab, India)

"MY PEOPLE ARE EXTREMELY HAPPY WITH THE PROFESSIONAL & EFFICIENT RECRUITMENT SERVICES PROVIDED BY YOUR RECRUITMENT TEAM."
- Mr. Saad Hameed (Punjab, 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 RELAYEASILY IDENTIFY WITH WITH THE PROBLEM AND SOLUTION IN A WAY THAT IS REMEMBERED AND USED IN THEIR DAILY WORK."
- Mr. Anwar Hameed (Punjab, India)

"I HAVE LEARNED A LOT IN THE TRAINING. I WISH TO THANK YOU FOR THE GREAT TIME SPENT WITH ALL PERSONNEL. YOUR COURSE GIVES THE CHANCE OF ATTENDING SUCH KIND OF TRAINING WITH YOU AS A TRAINER. THE TRAINING MATERIAL WOULD NOT BE USABLE AND EFFECTIVE IF SOMEBODY WILL FACILITATE. YOU ARE SIMPLY A 'PERFECT TRAINER'!"
- Anwar Hameed (Punjab, India)

"THANK YOU FOR YOUR KIND E-MAIL. ALL MY COLLEAGUES WERE IMPRESSED BY THE TRAINING COURSES AND THEY LOOK FOR MORE."
- Mr. Anwar Hameed (Punjab, India)

"THANKS A LOT FOR YOUR FOLLOW UP & KNOWLEDGE I GAIN FROM YOU. REALLY YOUR COURSE AFFECTED ME A LOT!"
- Mr. Saad Hameed (Punjab, India)

"IT WAS REALLY A NICE SESSION. I WAS THERE THROUGHOUT OF YOUR PRESENTATION AND FOUND THIS VERY INFORMATIVE AND PRACTICAL. I WILL TRY TO IMPLEMENT THE STRATEGIES SUGGESTED AND APPLY THE TECHNIQUES SHARED IN THE PRESENTATION."
- Mr. Anwar Hameed (Punjab, India)

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: Supply Chain Staff, ERP Consultants that are implementing Material Management Modules (such as MM in SAP S4HANA), Sales & Distribution Modules (such as SD in SAP S4HANA), Warehouse Management Module (such as EWM in SAP) and to an extent Production Planning Modules (such as PP in SAP S4HANA) will greatly benefit from this training.

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:

This training provides a general overview of a typical supply chain. The focus is on both strategic supply chain management as well as reasonable details on supply chain components of Supply Chain Planning, Warehousing, Logistics, Procurement and Supply Chain Key Performance Indicators (KPIs).

Training Course Objectives:

- To define Supply Chain
- To understand all Supply Chain components:
 - A. In-Bound (Procure to Pay) processes
 - B. Out-Bound (Order to Cash) processes
- To define Supply Chain Key Performance Indicators (KPIs) and Reports

Training Content:

Definitions

- Scope of Supply Chain
- Supply Chain Stakeholders
- Components of Supply Chain

Supply Chain Planning

- Planning Components
- Company Setup & Go-to-Market Strategy

Demand Planning (Sales Forecasting)

- Sales & Operations Planning
- Demand Planning

Supply/Inventory Planning

- Inventory Level
- Inventory Planning

Purchasing/Procurement

- Purchasing Types
- Purchasing Process
- Contracting
- Expediting

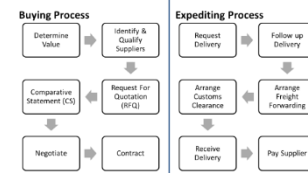
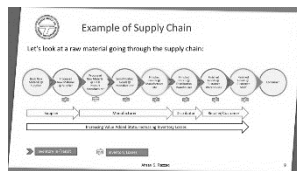
Warehousing

- Warehousing Basics
- Warehouse Information Management
- Warehousing Operations

Out-Bound

- Sales Order Management
- Transportation
- Customer Service

Supply Chain Key Performance Indicators Case Study



Procurement Activity	KPIs				Supply Chain Performance			
	Cost	Quality	Delivery	Customer Satisfaction	Inventory Turn	Order Accuracy	Lead Time	Supplier Performance
1. Determine Requirements	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
2. Identify & Qualify Suppliers	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
3. Request for Quotation (RFQ)	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
4. Comparative Statement (CS)	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
5. Negotiate	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
6. Contract	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
7. Request Delivery	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
8. Follow up Delivery	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
9. Arrange Customs Clearance	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
10. Arrange Freight Forwarding	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
11. Receive Delivery	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
12. Pay Supplier	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0

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 from Fortune 500 companies such as P&G, Henkel, Olayan, Savola, Basamh, Dawn Bread 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](#).