



Training Seminars & Conferences


An Intensive 5-Day Training Seminar On

Supplier Relationship Management (SRM) and Operational Excellence

Obtaining Superior Performance through Collaboration

24 - 28 Nov 2019, Dubai
12 - 16 Apr 2020, Dubai
22 - 26 Nov 2020, Dubai



 View Details

www.euromatech.com

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and ISO 29990:2010
Certified Company

Supplier Relationship Management (SRM) and Operational Excellence

Obtaining Superior Performance through Collaboration

INTRODUCTION

Supplier Relationship Management has become a critical enabler of business performance, whether in the public or private sector, with the potential to drive both value and reputation. To compete and survive in an ever-changing environment, the role of your supply base and the way you engage with, and manage, your key suppliers must change too.

Supplier Relationship Management (SRM) combined with Operational Excellence allows organisations to effectively manage those suppliers who are important to you and unlock value. It also includes developing Strategic Collaborative Relationships (SCR) with the critical few suppliers who could make a profound difference to your business, both now and in the future.

Participants attending the Supplier Relationship Management (SRM) and Operational Excellence training course will develop the following competencies:

- Segmenting the supply base and identifying important and strategic suppliers
- Describe and apply different approaches and interventions for important and strategic suppliers
- Manage relationships with key suppliers across the entire business
- Understand the importance operational excellence
- To identify how a strategic supplier can help drive business growth or create competitive advantage

WHO SHOULD ATTEND?

This Supplier Relationship Management (SRM) and Operational Excellence training course is aimed at those working in a Supplier Management role and / or within a Supplier Management process whether at a technical, operational, supervisory or managerial level, especially:

- Operations Personnel
- Warehouse and Supply Chain Management Practitioners
- Procurement and Purchasing Professionals
- Professionals in Logistics Functions
- Warehouse and Distribution Officers / Supervisors
- This training course may also be of interest to Project / Business Professionals and Business Process Owners

PROGRAMME OBJECTIVES

This Supplier Relationship Management (SRM) and Operational Excellence training course aims to enable participants to achieve the following objectives:

- To measure supplier performance
- To identify ways to increase procurement efficiency
- To develop a strategic sourcing strategy that achieves tangible results
- To review critical supply strategies
- To manage a strategic relationship
- To develop joint working approaches for strategic relationships to collaborate on key initiatives

TRAINING METHODOLOGY

Delivered by a world-class subject matter expert in Procurement, Supply Chain Management and Operations Management, participants will increase their competencies through a variety of instructional methods, individual and team exercises, group discussions and specific team assignments covering the main topics presented in the training course. This is a highly interactive and competitive EuroMaTech training course where the participants will work and compete in team exercises; whereby all participants will learn how to manage relationships with key suppliers across the entire business through operational excellence.

PROGRAMME SUMMARY

This EuroMaTech Supplier Relationship Management (SRM) and Operational Excellence training course covers essential skills such as creating competitive advantage and reducing supply chain risk. It will focus on joint working with the critical few suppliers who can make a dramatic difference and help realise competitive advantage. This EuroMaTech training course is designed to help equip practitioners to identify those suppliers that are the most important, unlock value and reduce risk from these.

PROGRAM OUTLINE

DAY 01

Understanding the Supply Chain

- Overview of supply chain functions within the organisation
- Securing innovation from the supply base
- The golden rules of supply chain management
- Supply chain models and types
- The global supply chain and operations integration

DAY 02

SRM and Strategic Collaborative Relationships

- Introduction to the principles of SRM
- The importance of the buyer / supplier relationship
- Developing the SRM strategy
- Collaboration and joint working
- Motivating suppliers and continuous improvement

DAY 03

Principles of Operational Excellence

- Objectives of Operations Management
- Alignment of organisational operations and functional strategies
- Core Operational Principles
- Strategic Planning
- Operations Management – Tools and Techniques

DAY 04

Goals and Objectives of Supplier Management

- Key roles and responsibilities
- Identify and agree deliverables from suppliers
- Aligning the goals with the procurement strategy
- Involving the relevant stakeholders
- Identifying risks and their impact / probability

Day 05

Supplier Collaboration to Achieve Operational Excellence

- Transforming the supplier relationship
- Supplier evaluation criteria
- Appropriate supplier methodologies
- Total Cost Approach
- Shrinking the supplier base

IN-HOUSE TRAINING

EuroMaTech is capable of conducting this training programme exclusively for your delegates. Please e-mail us on inhouse@euromatech.ae for further information and/or to receive a comprehensive proposal.

QUALITY CERTIFICATIONS & ACCREDITATIONS

EuroMaTech is proud to be associated with the following accreditation bodies:



The PMI® Registered Education Provider logo is a registered mark of the Project Management Institute, Inc.

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✓	Date	Venue	Fee(\$)
	24 - 28 Nov 2019	Dubai	US\$4,950
	12 - 16 Apr 2020	Dubai	US\$4,950
	22 - 26 Nov 2020	Dubai	US\$4,950

*This fee is inclusive of instruction materials, documentation, lunch, coffee/tea breaks & snack. All Fees are subject to 5% Value Added Tax (VAT).**

Your Details

Name (Mr/Ms):.....
Position:..... Organisation:.....
Address:.....
.....
City / Country:
Telephone / Fax:

Mode Of Payment

- Please find enclosed a cheque made payable to EuroMaTech
 Please invoice me
 Please invoice my company as follows:

Contact Name:
Company Name:
Address:.....

Documentation

High Quality material has been prepared by the Seminar Leader for distribution to delegates. In addition, a special note pad to facilitate note taking will be provided.

Certificates

A Certificate of Completion will be issued to those who attend & successfully complete the programme.

Schedule

Our Course timings commences at 08:30 and concludes at 14:00, followed by lunch on a daily basis.

Hotel Accommodation

EuroMaTech has negotiated special rates for a limited number of rooms in the hotel. Early registration will help to secure a room at the reduced rate.

Registration & Payment

Please complete the registration form on this page & return it to us indicating your preferred mode of payment. For Further Information, Contact Your Nearest EuroMaTech Office.

Cancellation Policy

Request for seminar cancellation must be made in writing & received at EuroMaTech three weeks prior to the seminar date. A U.S.\$250/- processing fee will be charged per delegate for each cancellation. Thereafter, we regret that we are unable to refund any fees due, although in such cases we would be happy to welcome a colleague who would substitute for you.

Disclaimer

EuroMaTech reserves the right to alter the content, location of the Seminar, or the identity of the speakers in case of events beyond our control.

***VAT Announcement:** The Government of UAE have introduced Value Added Tax (VAT) on goods and services from 01-January-2018. In compliance with the legislation issued by the UAE Government, we will be applying a 5% VAT on the fees for all our programs and services offered from January 2018 as applicable and stipulated in the FTA circulars.

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