

Training Title

LOGISTICS, SUPPLY CHAIN MANAGEMENT & PROCUREMENT OPERATIONS

Training Duration

5 days

Training Venue and Dates

Logistics, Supply Chain Management & Procurement Operations	5	03 rd to 07 th August 2025	\$5,500	Cairo, Egypt.
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Trainings will be conducted in any of the 4 or 5 star hotels.

Training Fees

- 5,500 US\$ per participant for Public Training includes Materials/Handouts, tea/coffee breaks, refreshments & Lunch.

Training Certificate

Prolific Consultants FZE Certificate of Course Completion will be issued to all attendees.

COURSE OVERVIEW

COURSE DESCRIPTION

Procurement & Supply Chain plays a significant role in adding value to the organization and has a positive impact on profitability. The importance of the function has increased recognition from the executive board of organization across all industry. Hence, it is essential to have up to date knowledge for professionals regarding organizational objectives, best practices in the value chain, formulate strategies, risk management and supply security. These are necessary to achieve competitive advantage in the highly competitive global market.

Participants will learn how to formulate functional strategies to satisfy internal and external customer needs and achieve organizational objectives. This course will cover an evaluation of spend and supply market dynamics to define sourcing and supply chain tactics. The course will cover the best international practices and influence of the external environment in procurement and supply. Participants gain knowledge on how efficiently manage the risk and ensure the security of supply to achieve high level customer satisfaction.

COURSE OBJECTIVES:

Procurement, Logistics & Supply Chain Management training course is based on accomplishing the following objectives:

- Understand the role of Procurement and Supply Chain and its contribution to achieving organisational objectives

- *Understand International Best Practices and influence of the External Environment*
- *Evaluate internal spending and supply market dynamics to formulate strategic sourcing plan*
- *Application of different sourcing strategies to leverage savings and ensure supply security*
- *Management of supplier and market associated risks to protect the interest of the organization*
- *Supplier selection, integration Management to achieve an optimum balance between material cost price and quality*
- *Develop skills required for effective supplier relationships to achieve enhanced value*
- *Manage performance of procurement processes for continuous improvement*
- *Gather new insights into developing logistics and supply chain to achieve competitive advantage*
- *An increased understanding of the impact of logistics and supply chain management on costs and financial performance*
- *Appreciation of approaches and frameworks that can be applied to different market segments*
- *Reviews of the latest thinking on supply chain strategy, planning and execution.*

SUITABLE FOR:

This training course is designed for a wide range of professionals include:

- ✓ *Purchasing and contract management professionals*
- ✓ *Senior Supply Chain Managers and Executives looking at thought leadership of their own supply chain as well as other delegates experienced and methods*
- ✓ *Junior Supply Chain Executives, helping to bring them up to speed with the latest thinking, frameworks, tools and implementation*
- ✓ *Project, Engineering, Operational, and Maintenance, personnel who are involved in the planning, and execution of purchases and contracts*
- ✓ *Those wanting to create action within the supply chain to increase value and reduce cost.*

TRAINING METHODOLOGY:

A highly interactive combination of lectures and discussion sessions will be managed to maximize the amount and quality of information and knowledge transfer. The sessions will start by raising the most relevant questions, and motivate everybody find the right answers. You will also be encouraged to raise your own questions and to share in the development of the right answers using your own analysis and experiences. Tests of multiple-choice type will be made available on daily basis to examine the effectiveness of delivering the course. Very useful Course Materials will be given.

COURSE OUTLINE :-

Day 1

Module 1 - Role of Procurement & Contribution Overview

- *Purchasing and its contribution to the organisation*
- *Mission and Vision of Procurement*
- *International Best Practices in Procurement*
- *The influence of the External Environment in Procurement*
- *Developing a World class procurement strategy*
- *The Procurement Cycle – Process Overview*

Module 2 - Setting the Strategic Sourcing Methodology

Spend Category Analysis & Strategy

- *Profiling spend categories*
- *Assessing market risks*
- *Analyzing financial impact*
- *Mapping spend categories (Routine, Bottleneck and Strategic Items)*
- *Consolidating category reports*
- *Segmentation and analysis of suppliers*
- *Supplier Analysis & Strategy*
- *Mapping supplier profiling (by location, value, volume & strategic alliance)*
- *Formulate supplier diversity plan*
- *Implementation of Strategic Outcome*

Day 2

Module 3 - Development of Procurement Processes and Implementation

- *Develop procurement processes*
- *Mapping of procurement processes*
- *Define strategic and operational processes*
- *Procurement Guideline and Internal Controls*
- *Integrating ethical principles*
- *Implement procurement processes*
- *Managing RFI, RFQ and RFP processes*
- *Application of bid evaluation criteria*
- *Working with Stakeholders in Procurement*
- *Implementing Contract Management Process*
- *Using procurement decision matrix (by value and ordering channel)*
- *Employing purchasing tools and templates*
- *Applying Total Cost of Ownership (TCO)*

Module 4 - Supplier Integration and Management

- *Supplier Prequalification*
- *Supplier Rating and Ranking*
- *Identifying and Mitigating Risk*

- *Partnering with suppliers*
- *Building good relationships with suppliers*
- *Negotiating Principles and Strategies*
- *Managing Supplier Level Agreements (SLAs)*
- *Define supplier base optimization*
- *Applying eProcurement business process*

Day 3

Module 5 - Performance Management and Continues Improvement

- *Supplier Performance Measurement and Evaluation*
- *Quality Management for Strategic Sourcing*
- *Pursuing Global Supply Management Excellence*
- *Continues Optimisation of Small Value Purchase Orders*
- *Cost Reduction Initiatives*
- *Developing Procurement Key Performance Indicators (KPIs)*
- *Action Planning for implementation*

Module 6 - Understanding Logistics and the Supply Chain

- *Definitions of logistics and Supply Chain management*
- *History and the development*
- *Understanding the Supply Chain dynamics*
- *International and Global logistics*
- *Supply Chain Phases*
- *The Theory of Constraints (TOC)*

Day 4

Module 7 - Transportation Economics

- *The Role of Transportation in Logistics*
- *Management Key Decisions*
- *Types of mode or intermodal system*
- *International Commercial Terms in transportation and the liabilities*
- *Documentation in transportation*
- *Hazardous materials transportation*

Module 8 - Performance, Risk and Warehouse Management

- *Key performance indicators (KPI)*
- *Warehouse Management:*
- *Role in the Supply Chain*
- *Flows*
- *Equipment selection*
- *Supply Chain risks:*

- *Operational*
- *Inventory*
- *Exchange rates*
- *Financial*
- *Disruption*
- *Security*

Day 5

Module 9 - Procurement in Supply Chain

- *The difference between Procurement and Purchasing*
- *What is the role of Procurement and Purchasing?*
- *Support Operational Requirements*
- *Manage the Procurement Process and the Supply Base*
- *Develop Strong Relationships with Other Functional Groups*
- *Team Roles and responsibilities*

Module 10 - Inventory Management

- *Statistics in inventory management*
- *Financial in inventory management*
- *Selective inventory control management*
- *Understanding Inventory status*
- *Reducing excess and obsolete inventory*
- *Improving the organisation's logistics and supply chain*

Case Studies, Last Day Review, Discussions & Pre & Post Assessments will be carried out.

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