

Essentials of Strategic Sourcing



COURSE OUTLINE

- **Introduction to Strategic Sourcing**
 - Stakeholder Analysis
 - Project Scoping
 - Identifying Business Needs
- **Category Profiling**
 - Spend Analysis
 - Opportunity Analysis
 - Portfolio Analysis
 - Supplier Preferencing
 - Supply Market Analysis
- **Sourcing Strategy**
 - Sourcing Strategy and Tactics Development
- **Sourcing Event**
 - PACE Model
 - Price Analysis
 - Issuing the RFx
 - eSourcing
- **Supplier Evaluation**
 - Supplier Shortlisting
- **Sourcing Recommendation**
 - Negotiation
 - Contract Management
- **Implementation**
 - Key Performance Indicators
- **Supplier Relationship Management**

Strategic Sourcing is a rigorous process to develop and implement highly advantageous supplier agreements for all externally purchased goods and services. It requires continually managing supplier relationships to achieve corporate strategic goals.

CSSP

The Certified Strategic Sourcing Professional program is the only one of its kind in existence in that it ensures that the holder of the designation is capable of sourcing strategically.

Strategic sourcing is an approach to supply chain management that formalizes the way information is gathered and used so that an organization can leverage its consolidated purchasing power to find the best possible values in the marketplace.

Strategic sourcing requires analysis of what an organization buys, from whom, at what price and at what volume. Strategic sourcing differs from conventional purchasing because it places emphasis on the entire life cycle of a product not just its initial purchase price.

CSSP Process



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Payment

PASIA Member	Php 16,650.000	Non-Member	Php 18,500.000
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Payment (inclusive of training materials, lunch, morning and afternoon snacks) must be made before the seminar. We accept payments via cash, telegraphic transfer, cheque or credit card.

Applying Member *(Non-member training fee plus membership)*

PASIA	16,650 + *15,300.00 =	Php31,950
ISM	16,650 + 7,050.00 =	Php23,700
APICS	16,650 + 5,875.00 =	Php22,525

(*15,300 membership fee is inclusive of 1 PASIAWorld Annual Conference pass) or a 2 day

Who Should Attend:

Procurement & Supply Management Professionals, IT Managers, Trade & Marketing Professionals, Production Engineers, HR, Logistics & Distribution Managers, Materials Managers, Operations Managers, Contract Managers, Sourcing Managers

*PASIA reserves the right to cancel this offering without prior notice should the number of attendees fail to reach required levels.



For inquiries and training details please contact PASIA Shared Services Office

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