



March 2011



The Strategic Buyer's Boot Camp

Advancing the Supply Management Function to its True Importance

Tuesday March 15, 2011 8:00-4:00

The development and implementation of carefully crafted strategies for the acquisition of all goods, equipment, and services has become a critical issue in all organizations wishing to reduce operating cost while improving quality and productivity. This program explores key concepts forming the basis of strategic supply management and moves today's supply management organization from its typical tactical focus to the strategic focus needed to successfully implement the processes and methods needed to reach world-class performance.

By attending this event, you will:

- Explore the elements of cost in supplier's price
- Learn better ways to dealing with economic uncertainties
- Understand how to develop a "Purchasing Coding System"
- Learn how to get more time to work on strategic issues
- Receive a example Savings Reporting procedure
- Review a Purchased Materials/Services Strategic Plan Outline

What's in it for your organization?

- Higher productivity of personnel involved in supply management activities
- Reduced total cost of ownership for purchased materials, equipment, and services
- Improved productivity of the entire organization by better on time delivery of high quality goods and services
- Improved supplier performance and relations
- Greater strategic focus of those involved in supply management resulting in an improved bottom line
- Increased customer satisfaction

What's in it for you?

- Increased skill sets in supply management
- A greater sense of professionalism
- Knowledge of world-class supply management practices
- Greater ability to lead continuous improvement programs
- Increased recognition by the organization due to improved performance

Who Should Attend?

- Managers and Professionals in Purchasing, Procurement, and Supply Management

What will be covered?

Setting the Direction for World Class Purchasing

- Stages To World Class Supply Management
- Change And Becoming More Strategic
- Purchasing Impact On The Bottom Line
- Supply Management Skill Sets
- Defining The Supply Management Mission And Vision

Becoming More Strategic with Value Added Techniques

- Developing The Spend Profile
- Creating Time To Be Strategic
- The ABC (Pareto) Analysis
- Material/Services Purchasing Code Development

Increasing Purchasing Skill Sets

- Elements Of Cost That Make Up The Price
- We have to start looking at Overheads
- Price Indexes
- Requesting And Evaluating Suppliers Cost And Pricing Data
- Developing “Should Cost”

Dealing With Economic Uncertainties in Contracts

- Dealing With Economic Uncertainties
- When, Where, And How To Use “Economic Price Adjustment Clauses”

Contributing to the Bottom Line by Bringing Down Total Cost of Ownership

- Total Cost Of Ownership
- Reengineering The Processes
- Cost Reductions and Cost Avoidance—Can and Should We Have Both?
- Savings Reporting Procedure
- Developing Commodity Plans

Robi Bendorf, CPSM, MCIPS, C.P.M., M.ED

Robi Bendorf has over 30 years of purchasing and sales experience, involving domestic and international activities, for a broad range of manufacturing and service businesses. He has extensive experience in consulting & training in purchasing, contracts, reengineering the supply management process, the management of procurement functions, global sourcing of materials and components, reducing cost of purchased materials and services, and negotiation of complex transactions and contracts. He has held purchasing and contracts management positions in high volume manufacturing, subcontract, job shop, and service operations, involving gas turbine manufacturing, power generation, nuclear and fossil power plants, electrical distribution and control, air conditioning equipment and global sourcing services.

Prior to becoming a full-time consultant in 1994, he served as Manager of Customer and Supplier Development for the Westinghouse Trading Company. He has given presentations on numerous purchasing and contract management topics to the Institute for Supply Management (ISM/NAPM), major universities, and numerous in-house seminars for industrial & services clients in the US and over 170 public seminars internationally. He was selected to present seminars at the last 13 Institute for Supply Management International Conferences and is the contributor of numerous articles published in Purchasing Today and Inside Supply Management. Robi was selected as ISM's National Person of the Year in both Global Resources and in Education/Learning. Robi is a lifetime C.P.M., and has received ISM's new certification, the CPSM. He has an undergraduate degree from the University of Texas, and a Masters Degree from Penn State University.

Reservation Information

To make your reservation, please RSVP via our website, www.napm-centralillinois.org by **March 9, 2011**.

The cost for the full day seminar is \$125 for members and \$200 for non-members. Make all checks payable to NAPM-Central Illinois. Registration includes lunch. The seminar will be held at State Farm Insurance Oakland Avenue Building room E 123 in Bloomington, Illinois from 8:00 - 4:00.