TOTAL PROCUREMENT TRANSFORMATION AND SOLUTIONS

13 - 14 NOVEMBER 2024

DEADLINE TO REGISTER
15 October 2024

OVERVIEW

Many companies are now spending a larger percentage of their revenue on products and services than they were thirty years ago. Most manufacturers spend around 60% to 70% of their revenue on the supplies that are necessary to keep their business running. Companies are now looking for ways to boost their bottom line through non-traditional approaches. Cutting cost and cringing on spending is no longer the only way out of the morass. New ways must be found, tested and implemented.

Transforming the procurement function requires commitment of management, a rethinking of strategies, a changed approach to concepts, and adoption of new ideas. Challenging, as it may, the approach calls for a total rethink of our past and chart a new pathway to procurement success. It consumes a lot of time, entails breaking down barriers between internal groups, demands a new approach to suppliers, and requires significant investment in resources like people, training, analysis, measurement, technology, and suppliers.

To make a significant impact to the organisation's future success, procurement's contribution must be reviewed for lethargy, malaise and inefficient practices. In this course, we will look at some of these problems, understand how to resolve critical issues and pave new pathways to old problems.

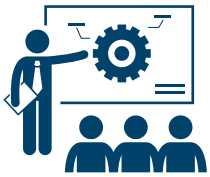
OBJECTIVES

- Describe transforming procurement from a cost center to value creation.
- Show deep understanding of cost drivers.
- Explain supplier relationship and performance management.
- Practice using technology in transforming procurement.
- Begin to understand spend management and data analytics.
- Moving away from silo thinking to enterprise success.
- Engaging in progressive procurement practices and tools to drive results.

WHO IS THIS PROGRAMME FOR?

- Procurement Staff
- Purchasing Staff
- Supply Chain Staff
- Warehousing Staff
- Inventory Control Staff
- Planning and Materials Professionals
- Suppliers
- Contractors

METHODOLOGY



- Face-to-face
- Lecture, group discussion, case studies, etc

PROGRAMME DETAILS

DATE	TIME
13 - 14 November 2024	8:30 am - 12:00 pm 1:30 pm - 5:00 pm

***Subject to change
Please refer to www.bilif.com.bn for the latest updates***

PROGRAMME OUTLINE

MODULES	DETAILS
Module 1: Procurement overview & the procurement structure	• The procurement functions. • The structure - how it contributes to organisational efficiency. • A paradigm shift from arms length approach to participation and cooperation. • Support for cross functional initiatives.
Module 2: User needs & fulfillment - process analysis	• Normal - Indent based. • Urgent - Engineering, project, etc. • Sales and Operations Planning (S&OP) - forecasting, reliability and reality. • Order triggering systems and manual modes. • Lead time constraints and buffering.
Module 3: Situation analysis & spend management	• Big data analytics - What is it and its relevance to procurement. • Spend analysis - where does the money go? • Does it make any difference knowing the spending pattern? • Suppliers, contractors and just about everybody else stakeholders conflicting needs.
Module 4: Understanding cost drivers	• The cost of inefficiency. • Process costs. • Cost benefit analysis. • Life cycle costing and total cost of ownership. • How to initiate a change process that transforms traditional thinking?

PROGRAMME OUTLINE

MODULES	DETAILS
Module 5: Models and concepts to think about	• Elon Musk's First Principles thinking • Supply Chain Maturity Models –Process Maturity Model • Procurement Material Management (MM) • NPD MM • LMM • S&OP MM
Module 6: Strategic sourcing, supplier selection & management	• What is strategic sourcing and how it works? • Understanding risk and mitigating risk with supplier participation • The role of suppliers in making our business a success • Understanding supplier constraints • Supplier selection process –rating, short-listing, evaluating and managing
Module 7: Negotiating for better procurement – a basic run-through of negotiation	• A basic run - through of negotiation. • The current negotiation scenario. • Moving away from zero sum game. • Win - win negotiation - how to achieve it? • Contract negotiation - sustaining a workable model. • Relationship in negotiation and contracts.
Module 8: Effect of technology on best practices	• Identifying current skill sets -existing skills and the gap to fulfill. • Procurement skills required to make the difference – the individual and the department. • The stage of technology penetration in the organisation. • Does technology help in procurement – how businesses use technology to create the difference. • Types of technology for the procurement environment – Electronic Data Interchange (EDI), e-Procurement, portal, Software as a Service (SaaS)

PROGRAMME LEADER

MANOHARAN MURUGESON

Manoharan Murugeson has more than 21 years of practical work experience in contracts administration, supplier management, procurement, project management, supply chain and logistics, etc. He specialises in training, facilitation, and consulting to both the public and private sector in areas like Procurement Efficiencies including addressing issues of contracts administration, fraud, cost management and product life cycle management, Warehouse Management, Operations Management, Total Cost Management, Supply Chain Management, Total Logistics management, Stock Taking and Auditing.

His landmark consulting experience was designing of materials part numbering and coding systems, preparation of standards, policies and procedures for a large rail network. He was also involved as a consultant for the development of an automated business solution for a wholesale/retail stationery business with off shore branches where he was instrumental in business process analysis, process improvement, project management and eventual successful completion and commission of the system.

Mr. Haaran's sample of illustrious clients list for training include Shell, UMW Toyota Motor, Celcom, Samsung, Proton, Colgate-Palmolive, Eon Finance, Philips, Hicom-Yamaha, Malaysian Oxygen, NEC, Petronas, General Electrics, Gamuda, Johnson & Johnson Medical, JVC, Kontena Nasional, Glaxo Wellcome, Hitachi, Hong Leong Lurssen Shipyard, National Heart Institute (IJN), Kenwood, Macfood Service, Nestle, Mattel, Matsushita Industrial Corporation, Maybank, Minolta Precision Engineering, MISC, Perwaja Steel, Seagate, Canon, BASF and UPS, Petronas Carigali, Sidel, Western Digital, Perodua, Sharp and Panasonic. He holds Masters in Business Administration (MBA) from the USA.

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To apply for the programme, please email your completed form to askSEED@bilif.com.bn by 15 October 2024.

CATEGORIES	STAKEHOLDERS	NON-STAKEHOLDERS
FEE	☐ $ 1,600.00	☐ $ 1,800.00

By completing and signing this form, you hereby agree to the terms and conditions below:

Full Name: _____ IC Number: _____

Position: _____ Department: _____

E-mail: _____ Phone: _____

Full Name: _____ IC Number: _____

Position: _____ Department: _____

E-mail: _____ Phone: _____

Full Name: _____ IC Number: _____

Position: _____ Department: _____

E-mail: _____ Phone: _____

APPROVING OFFICER

Name: _____ Email: _____

Position: _____ Department: _____

Please email the invoice to: _____

_____

Signature and Company's Stamp

Terms and conditions:

Cancellation Policy:

- All cancellation must be submitted to BILIF in writing either by letter or email.
- Any cancellation received 30 days or more prior to the training date will incur a cancellation fee of 10% of the programme fee.
- Cancellation received 8 - 14 days to the training date will incur a cancellation fee of 50% of the programme fee.
- Cancellation of registrations received 7 days or less from the date of training or if the delegate fails to attend the training, he/she will be considered as 'no show' and is subjected to 100% of the programme fee.
- BILIF welcomes and accepts replacement of participants up until a day before the training commences.

Other terms:

- Participants must complete all scheduled sessions and activities for them to receive the certificate of attendance/ completion.
- Payment must be made upon receipt of invoice issued by BILIF.
- BILIF reserves the right to amend, change or cancel the programme at any given time. We will immediately notify participants and organisations if any such changes are to be made.

ABOUT BRUNEI INSTITUTE OF LEADERSHIP AND ISLAMIC FINANCE

Brunei Institute of Leadership & Islamic Finance (BILIF) was established in 2010 as the Centre of Excellence for the finance industry in Brunei Darussalam, providing high-quality learning solutions, including signature and collaborative events for human capacity development in the areas of Islamic finance and leadership.

Under the purview of Brunei Darussalam Central Bank (BDCB), BILIF plays a fundamental role in Pillar 5 of Brunei Darussalam Financial Sector Blueprint 2016-2025 in raising financial industry standards, especially in the areas of Islamic finance.

All of our programmes are accredited by Brunei Darussalam National Accreditation Council as Value Added Qualifications. Since its inception, BILIF has conducted 809 programmes and 83 events for more than 16,900 participants, including a suite of Virtual Instructor-Led Training (VILT) programmes and online events (as of December 2023).

BILIF has forged strategic partnerships with local and international organisations over the past 10 years which have allowed us to bring professional programmes, expertise and opportunities to shape future leaders, experts and innovators, particularly in the areas of Islamic finance and leadership. Amongst these strategic partners include The London Institute of Banking & Finance (LIBF), United Kingdom; the Accounting and Auditing Organization for Islamic Financial Institutions (AAOIFI) and Bahrain Institute of Banking and Finance (BIBF), Bahrain; Islamic Development Bank Institute (IsDBI), Kingdom of Saudi Arabia, Singapore Management University (SMU), Singapore and INCEIF University, Malaysia. Locally, BILIF has also partnered with two of the top higher education institutions in Brunei Darussalam; Universiti Brunei Darussalam (UBD) and Universiti Sultan Sharif Ali (UNISSA) in our joint efforts to impart invaluable knowledge and skills for students and professionals in not only finance but also other private and government sectors.

Appointed by BDCB, BILIF is the official licensing examination centre for Financial Planning Practitioners' Programme (FPPP) and the Qualifying Examination for Insurance/Takaful Agents (QEFITA). BILIF is also the official examination centre for all examinations under Chartered Institute for Securities & Investment (CISI), UK; Chartered Bankers Institute (CBI), UK; International Compliance Association (ICA) and AAOIFI. BILIF has also recently been accepted as a Pearson Vue Authorised Test Centre which can house more than hundreds of examinations such as Certificate in Climate Risk, Certified Internal Auditor® (CIA®) and Certified Associate in Project Management (CAPM), amongst others.

BILIF has received multiple accolades including the "Best Emerging Islamic Finance Training Institution – Brunei 2021" from the International Finance Awards 2022; "Best Islamic Finance Education & Training Brunei 2021" from the Global Banking & Finance Awards® and "Global Good Governance (3G) Human Resource Development Award 2022" received at the 7th Annual 3G Awards Ceremony. BILIF was also awarded its third "GIFA Excellence Award (Islamic Finance Training & Education) 2022, which has been previously received in 2019 and 2021.

83
Events

809
Programmes and Examinations

16,900+
Participants

*Figures as of December 2023

Discover our upcoming programmes and events

bilif.com.bn

Contact our Sales and Marketing Department for any enquiries

askSEED@bilif.com.bn

Alternatively, you can also WhatsApp us at +673 8271140 to learn more about our offerings