

TOTAL COST OF OWNERSHIP (TCO) MASTERCLASS

Lifecycle Hidden Cost Calculated - Determine both Direct and Indirect Costs of Your Product and Service

25th & 26th February 2019
Grand Hyatt Dubai, United Arab Emirates

DELEGATES MUST BRING
ALONG THEIR LAPTOP
AND CALCULATOR FOR
EXERCISE AND DISCUS-
SIONS PURPOSES

FREE TAKEAWAY

Delegates will receive a
comprehensive workbook and
a number of templates

Major Benefits of Attending

By end of this course, delegates will be able to:

- **BE PROVIDED WITH** tools and techniques to make better comparisons between supplier prices using a TCO model
- **STRENGTHEN** sourcing and contracting strategies through assessment of all the cost elements
- **SUPPORT** negotiating value-added partnership arrangements rather than focusing solely on price reduction like joint process improvements
- **UNDERSTAND** life cycle management including ownership, economic, service and depreciable life
- **ANALYSE** costs including acquisition costs, operating costs and change costs
- **SHOW** colleagues how to deploy a TCO model
- **DEMONSTRATE** how results from using the model can support a business case
- **UNDERSTAND** the link between strategic sourcing and TCO
- **PROMOTE** creative thinking, problem solving, and collaboration skills

Why you Should Attend?

If you are optimizing an area of spend, the tools in this course will be crucial. They document step-by-step the lifecycle of any goods or services purchased, analyse the costs throughout the lifecycles, identify cost elements and look mathematical methods for calculating total costs.

Fully exploit the opportunities of real cost savings through a spread sheet based model; you will be able to create a baseline for procurement costs against which you can measure future savings. This session will be valuable for those who have a limited understanding in calculating, measuring and managing TCO, and require practical, step-by-step in ensuring that TCO is effectively calculated.

Who Should Attend?

This course is specifically designed for:

- ✓ Commodity Managers
- ✓ Procurement Managers
- ✓ Sourcing Managers
- ✓ Supply Management Professionals
- ✓ Sourcing and Purchasing Professionals
- ✓ Logistics and Project Managers
- ✓ All suppliers who Negotiates with Procurement Professionals
- ✓ CFOs
- ✓ Finance Heads and Auditors
- ✓ Contracts Administrator
- ✓ Cross Functional Team Leaders
- ✓ Senior Buyers
- ✓ Team Leaders
- ✓ Buyers
- ✓ Procurement and Supply Management Professionals

Organized by: _____



WE SOLVE YOUR PUZZLE