

# COST AVOIDANCE AND EMBRACING DIGITALIZATION TO PROCUREMENT PROCESSES

## Striving For Operational Excellence By Mastering Cost Avoidance And Leverage Digitalization

21st & 22nd February 2019  
JW Marriott Hotel, Kuala Lumpur, Malaysia

### PREREQUISITES

Participants should have an understanding of the procurement value proposition, and the typical activities that a procurement department performs for their organization. This program takes builds on a participant's foundational knowledge to enable them to build formal and scalable cost reduction programs, and to identify ways to elevate the role of procurement through digitization.

### FREE TAKE AWAY

Participants will receive a full manual with copies of all PowerPoint slides and supporting notes, copies of all worksheets and group activities and photographic copies of any relevant flipchart or whiteboard notes and projects of your own which will include case studies and other interactive activities.

### Major Benefits Of Attending:

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

- **UNDERSTAND** common cost savings and cost avoidance methodologies
- **PROVIDE** guidance to stakeholders on the most appropriate cost reduction and cost avoidance strategies
- **INTERPRET** market insights, cost breakdowns and should-cost model data to identify opportunities for cost reduction and cost avoidance
- **EVALUATE** opportunities to leverage digitization within procurement
- **IDENTIFY** common pitfalls and lessons learned associated with digital procurement transformation initiatives
- **DETERMINE** areas of emerging technology that should be considered for pilot programs within their organization
- **BETTER MANAGE** the development and implementation of a digital procurement transformation roadmap

### Why You Should Attend?

Procurement professionals and leaders who are currently perceived as being a tactical support function but who desire to have a greater impact, and become strategic advisors, should attend this workshop.

In this workshop, we will address the following key challenges of procurement professionals:

- ✓ How to identify cost reduction opportunities, particularly after the "low hanging fruit" has been picked.
- ✓ How to develop alignment with stakeholders throughout a Sourcing process and/or contract negotiation.
- ✓ How to present savings numbers that are trusted by the rest of the organization.
- ✓ How to digitize key procurement processes.
- ✓ How to approach the consideration of emerging technologies to transform the procurement value proposition.

### Who Should Attend?

The workshop is designed for all personnel working in all kind of industries in the following functional groups:

- ✓ Chief Procurement Officers
- ✓ Heads of Procurement & General Managers
- ✓ Heads of Supply Chain
- ✓ Supply Chain Managers & Analysts
- ✓ Material Managers/Inventory Managers/Stock Managers
- ✓ Logistic Professionals
- ✓ Supplier/Vendor Management Professionals
- ✓ Project Managers
- ✓ Business Analyst
- ✓ Contract Managers
- ✓ Category Managers
- ✓ Purchasing Managers
- ✓ Buyers
- ✓ Analysts
- ✓ Commercial & Business Development Managers
- ✓ Product, Solution & Service Providers
- ✓ Procurement Transformation Executives
- ✓ Digital Procurement Officers

And other associates who are looking to gain more knowledge regarding Cost Avoidance and Embracing Digitization to Procurement Processes.

Organized by: \_\_\_\_\_

