

*Webinar on*

# **Analytical Techniques For Enhancing Supply Management Performance**

# Areas Covered

- How Purchasing Savings Affect the Bottom-line Dramatically*
- The All Important Pareto (ABC) Analysis And Its Critical Application In Strategic Supply Management*
- Examples Of How To Get Rid Of The “C”s*
- Purchasing Hierarchical Coding*
- The value of Producer Price Indexes*
- How To Developing A Purchase Price Index For The Organization*



This webinar covers some of the basic analytics that purchasing and contract personnel use to obtain maximum value for their organizations.

**PRESENTED BY:**

*Robi Bendorf, CPSM, MCIPS, C.P.M., M.ED, has over 40 years of purchasing and sales experience, involving domestic and international activities for a broad range of manufacturing and service businesses. As President of Bendorf & Associates, he has extensive experience in consulting & training. He is the contributor of articles published in Purchasing Today and Inside Supply Management.*

On-Demand Webinar

Duration : 60 Minutes

Price: \$200

# Webinar Description

Supply Management is about buying the right thing, at the right time, at the right quality, at the right price, from the right supplier, in the right way. In order to do these steps “right” requires skill sets in many analytical techniques. This webinar covers some of the basic analytics that purchasing and contract personnel use to obtain maximum value for their organizations.

- Show how Purchasing Savings Affect the Bottom-line
- Starting the Strategic Sourcing Process
- Developing ABC Analysis Classifications
- How Procurement Experts Spend Their Time Compared To “Getters”
- Purchasing Hierarchical Coding Methods
- Are you an “A” Customer
- Developing the Organization’s Purchase Price Index and Comparison to the Industry
- Using Producer Price Indexes



# Who Should Attend ?

*Contracts, Purchasing, Procurement  
Personnel, Supply Management*

*All others who are involved in the - Planning,  
evaluation, preparation, management of  
purchasing*

*Tenders, and contracts that cover the  
acquisition of materials, equipment, and  
services*

*Who are in organizations whose leadership  
want high levels of competency in those  
involved in these activities*



# Why Should Attend ?

*The organization will benefit by:*

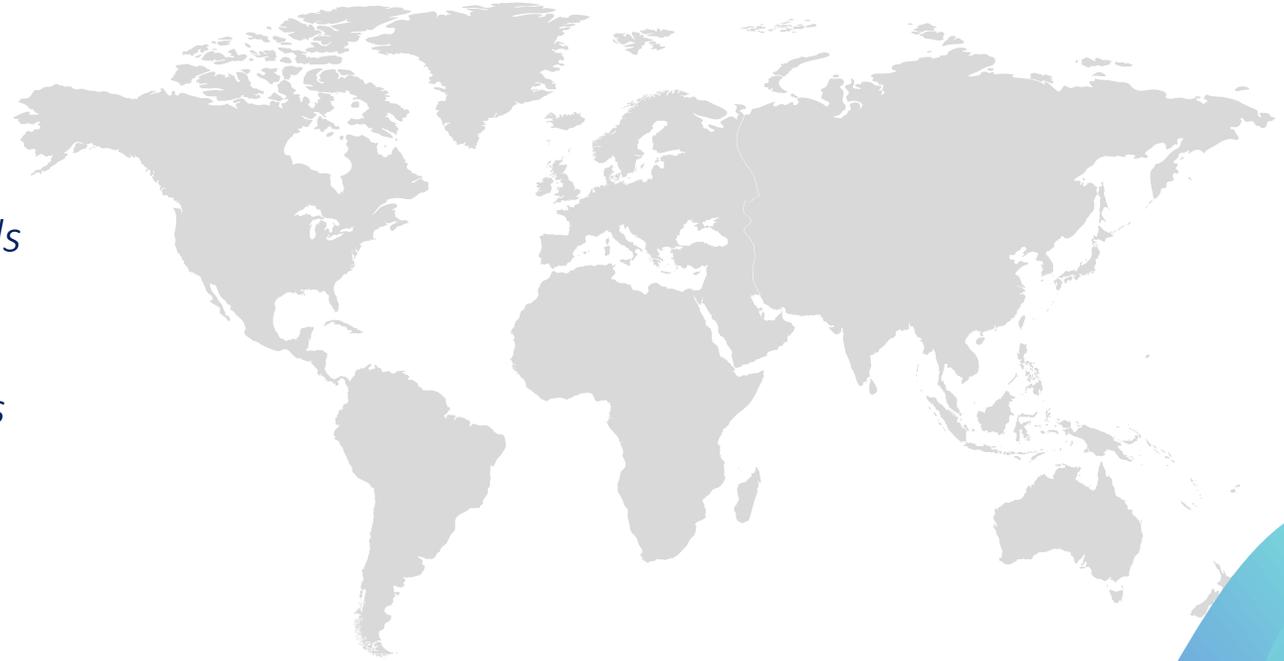
*The reduced total cost of purchased goods and services*

*Greater focus on strategic sourcing issues*

*Better analytics to support procurement decisions and strategies*

*Improved supplier selection and performance criteria*

*A greater level of professionalism and skills in those involved in the purchasing and contracting process*



*Personal Impact: Attendees will gain by participation in this program as a result of:*

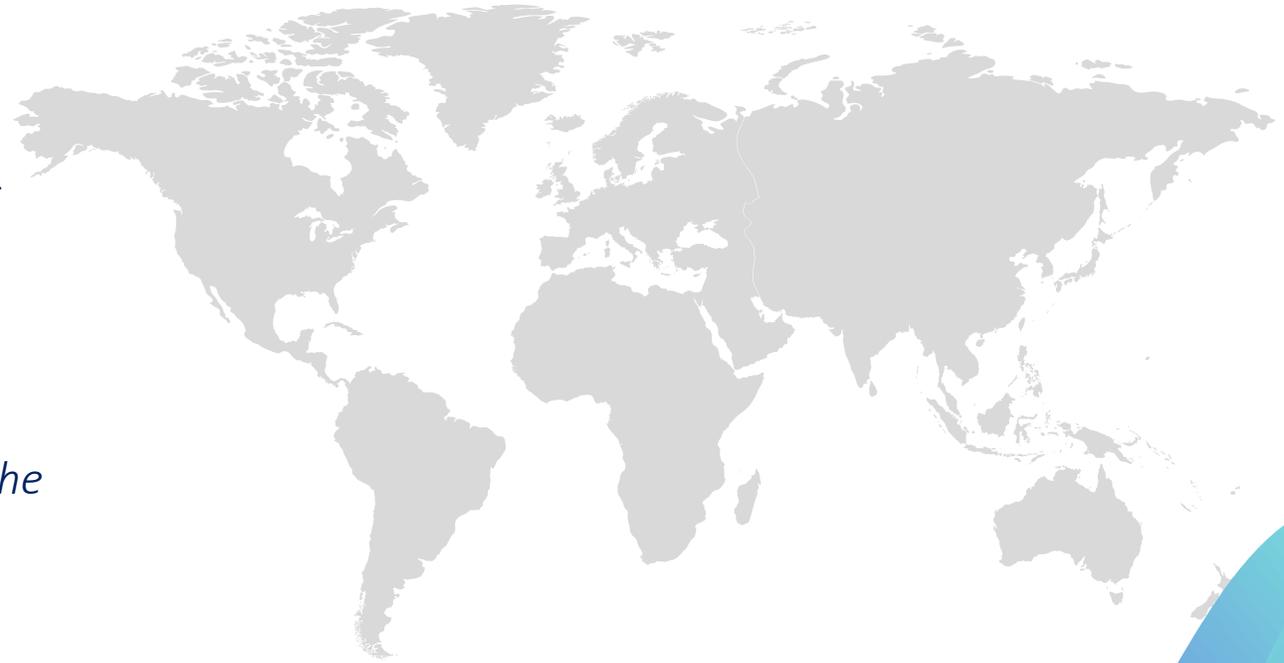
*Increased skill sets in analytical processes*

*A greater sense of confidence and professionalism*

*Applying increased skills in all phases of the procurement process*

*Greater ability to develop best practices supply management strategies*

*Increased recognition by the organization due to improved performance*



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**740 870 0321**