

# THE WORLD HAS CHANGED ADVANCED PURCHASING STRATEGIES & PLANNING



## THE WORLD HAS CHANGED

The IMPOSSIBLE Happened! A Worldwide Shutdown 2020; this CHANGES EVERYTHING in Purchasing Strategies and a NEW NORMAL will emerge!

A Worldwide Recession, Business Model Change, Work from Home, Communication Delays, Reduced Investments, Compulsory Health Screening, IT Dependence, etc.

The more 'adept' companies will achieve Profits Faster. We MUST expect Supply Chain Disruptions, Vendor Financial Meltdown, Lack of Materials, Slow Operations, Unpredictable Demands and a myriad of NEW CHALLENGES, NEVER EXPECTED!

A PURCHASING STRATEGY RESET means our Strategic and Tactical Operations will Manage with Staff Reduction, Supplier Consolidation, Difficult Stakeholders, Problem Solving for OTD, Cost Reduction and Self-Confidence – It requires a Paradigm Shift!

## SCOTS LEARNING OBJECTIVE

### Scots Skill ONE

NEW NORMAL PURCHASING Vision, Mission and Objectives – Management, Users and Suppliers Commitment!

### Scots Skill TWO

Pro-Active Purchasing Action – Increase Bargaining Power (Influencing Management/Stakeholders)

### Scots Skill THREE

Develop Purchasing Priorities and Strength /Weakness Matrix – Improve, Improve, Improve!

### Scots Skill FOUR

Practical Brain-Storming Session – Pro-Active Purchasing Strategies for Vendor Cost Down!

### Scots Skill FIVE

'New Normal' Purchasing Plan Implementation – Dynamic Team, Flexibility and Operational Stability

## WHO SHOULD ATTEND?

Purchasing, Procurement, Supply Chain, Logistics, Warehouse, Transport, Inventory, Projects – Directors, General Managers, Managers and People involved in Developing Strategic Purchasing Plans and Budgets



#### ADMINISTRATIVE DETAILS

Date : 9th & 10th December 2020  
Time : 9.00am to 5.00pm  
Venue : Swiss-Belhotel Airport, Tangerang  
Investment : IDR 6, 000, 000 / participant  
(The fee includes Forms, Files, Formats, Lunch, Training Materials, Coffee/Tea, Snacks, Supplementary Notes and SMI CERTIFICATE OF ACHIEVEMENT)

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The World Has Changed –  
New Purchasing Strategies in New Normal Purchasing!

## PART A – ADVANCED PURCHASING PLANNING – THE WORLD HAS CHANGED POST-COVID 19

1. **Post-Covid 19 Purchasing Problems** – Delayed/Limited Materials, Cash Flow, Insolvency, Order Cancellation, etc.
2. **'NEW NORMAL' Planning** – New Priorities, Vendor Support, Fluctuating Orders and Bargaining Power Shift

## PART B – ANALYSE PURCHASING POSITION in POST-COVID 19

### 1. 'RESET' PURCHASING VISION and COMPETITIVE ADVANTAGE ANALYSIS

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| <p><b>A. Analyse Post-Covid 19 Priorities</b> – Materials, Operational Capacity, Stakeholders Pressure and Lower Orders</p> <p><b>B. Increase Purchasing Bargaining Power</b> – Purchase Volume, Payment Terms and Supplier Business Value/Profit</p> | <p><b>C. Scots Skill ONE</b> – NEW NORMAL Vision, Mission and Objectives – Management, Users and Suppliers Commitment!</p> |
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### 2. INCREASE PURCHASING BARGAINING POWER – ACHIEVE MORE WITH LESS

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| <p><b>A. 'New Normal Focus' Cost-Down to OTD</b> – Bargaining Power, Limited Vendors, Lower Volume and Credit Terms</p> <p><b>B. Supplier Bargaining Power</b> – Few Vendors, Self-Produce, Product Uniqueness and Critical Industry/Supplier!</p> | <p><b>C. Scots Skill TWO</b> – Pro-Active Purchasing Action – Increase Bargaining Power (Influencing Stakeholders)</p> |
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### 3. PURCHASING RESOURCE LIMITATIONS – MANAGE 'NEW NORMAL PURCHASING'

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| <p><b>A. New Normal Purchasing Limitations</b> – Change Work Attitude/Styles, Accept Supplier Failures and 'Lesser' Bargaining Power</p> <p><b>B. Post-Covid 19 Internal Analysis</b> – Staff Reduction, Reduced Capex, Outdated Systems and Budget Limitations</p> | <p><b>C. Scots Skill THREE</b> – Develop Purchasing Priorities and Strength/Weakness Matrix – Improve, Improve, Improve!</p> |
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## PART C – NEW ADVANCED PURCHASING STRATEGIES

### 4. CORPORATE PURCHASING STRATEGIES – POST-COVID 19

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| <p><b>A. Preferred Supplier Strategy</b> – Investigate, Analyse and Select New Suppliers</p> <p><b>B. Zero Stock Level Strategy</b> – Purchasing Negotiations for Consignment, VMI, JIT</p> <p><b>C. Vendor Development Strategy</b> – Supplier Consolidation, Financial Support, Kanban Projects, Localise, etc.</p> | <p><b>D. Substitution Strategy</b> – Parallel Imports, 'Friendly' Competitors Support, Internal Value-Engineering, etc.</p> <p><b>E. Backward Integration Strategy</b> – Available Supplies Hidden Costs, Make/Buy and Investment Appraisal</p> |
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### 5. COMPETITIVE PURCHASING STRATEGIES - POST - COVID 19

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| <p><b>A. Delivery/Expediting Strategy</b> – Short-Lead Time, Decision Influencers, Order Processing and Telephone/Visits</p> <p><b>B. On-Time Payment Strategy</b> – Prompt Payments, Extend Terms, Payment Process and Approval</p> <p><b>C. Buffer Stock Strategy</b> – Reduce Min/Max Stock, Vendor Support, Consumption Analysis and Under/Over Order</p> | <p><b>D. Bulk Purchase Strategy</b> – Centralisation Order, Blanket Purchase, Total Group Purchase and Vendor Reduction</p> <p><b>E. Manage 'User' Strategy</b> – 'Limit' Information, Vendor/User Contact, Meeting Rules and Team Trust</p> <p><b>F. Scots Skill FOUR</b> – Practical Brain-Storming Session – Pro-Active Strategies for Vendor Cost Down!</p> |
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## PART D – ADVANCED PURCHASING PLAN IMPLEMENTATION

### 6. PRESENT and IMPLEMENT POST-COVID 19 PURCHASING PLAN

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| <p><b>A. Develop THREE Purchasing Plan</b> – Strategic, Annual and Action Plan (WIN Stakeholders CONFIDENCE)</p> <p><b>B. Purchasing Restructure and Reset Policies</b> – Develop Competent Team with Value-Adding Policies!</p> | <p><b>C. Staff Competency and 'Mental Toughness'</b> – Right Knowledge, Skills and Implementation Success!</p> <p><b>D. Scots Skill FIVE</b> – 'New Normal' Purchasing Plan – Dynamic Team, Flexibility and Operational Stability</p> |
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