

THE WORLD HAS CHANGED PROCUREMENT SOURCING INTENSITY



THE WORLD HAS CHANGED

The IMPOSSIBLE Happened! A Worldwide Shutdown 2021; this CHANGES EVERYTHING in Procurement 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 PROCUREMENT RESET means Changes in our Mindset/Attitude to 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

Steps to RESET Vendor Business Dealings and Win Commitment for CHANGE Post-Covid 19!

Scots Skill TWO

Face-to-Face Vendor Questions – Confirm Capacity, Expertise and Commitment

Scots Skill THREE

Develop Post-Covid 19 Approved Vendor List with Vendor Selection Toolkit

Scots Skill FOUR

Present Vendor Proposal, Vendor Motivation and Secure Vendor Commitment

Scots Skill FIVE

Vendor Tracking Toolkit – Degree of Relationship, Support and Influence to OTD

Scots Skill SIX

Procurement Negotiation Worksheet – Major/Minor Criterias, Min/Max Position and Goal Focus

Scots Skill SEVEN

Develop Informative Procurement Reports – Win Stakeholders Confidence and Support!

WHO SHOULD ATTEND?

Procurement, Vendor Sourcing, Purchasing, Material, Logistics, Supply Chain, Inventory, Project, R&D Planners, Executives, Managers and People involved in Daily Vendor Sourcing



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THE WORLD HAS CHANGED PROCUREMENT SOURCING INTENSITY

The World Has Changed –
New Vendor Confidence, Cost Down Ability, On-Time Delivery!



PART A – PROCUREMENT SOURCING INTENSITY – THE WORLD HAS CHANGED

1. **Post-Covid 19 Procurement 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 – 'NEW NORMAL' PROCUREMENT in VENDOR TRANSFORMATION

1. VENDOR CHANGE VS 'RENEWAL' – POST-COVID 19 CHALLENGES

- A. **New Vendor Commitment/Capability Analysis** – Resources, Capacity, Alignment and Management Excellence
- B. **Getting Traditional Vendor to Self-Renew** – 'Reverse Marketing' to get Vendor to CHANGE, CHANGE and CHANGE!

- C. **Scots Skill ONE** – Steps to RESET Vendor Business Dealings and Win Commitment for CHANGE Post-Covid 19!

2. CRITICAL NEW VENDOR INFORMATION – JUSTIFY VENDOR SELECTION

- A. **Vendor 'Hidden' Information** – Resources/Capacity, Information Cross Reference and Decision Influencers
- B. **Vendor 'Questioning' Intensity** – Asking 'Right' Questions, 'Right' People and Check Information Validity

- C. **Scots Skill TWO** – Face-to-Face Vendor Questions – Confirm Capacity, Expertise and Commitment

3. VENDOR SELECTION STRATEGY to APPROVED VENDOR LISTING

- A. **Vendor Selection Committee** – Procurement/User/Quality Team, Selection Toolkit and Approval Brainstorming
- B. **Justify, Justify and Justify Vendor Selection** – User Confidence, Quality, Evaluation and Trust

- C. **Scots Skill THREE** – Develop Post-Covid 19 Approved Vendor List with Vendor Selection Toolkit

PART C – PROCUREMENT SOURCING STRATEGY – GET THE 'RIGHT' VENDOR

4. VENDOR 'CHANGEOVER' from TRADITIONAL to DYNAMIC

- A. **THREE Key Vendor Leverage** – Volume/Vendor Capacity, Business Profits/Margins and On-Time Payments
- B. **Vendor Self-Renewal Motivation** – Future Business, Track Record, Volume/Profit and Technology Transfer

- C. **Scots Skill FOUR** – Present Vendor Proposal, Vendor Motivation and Secure Vendor Commitment

5. BUY DIRECT MANUFACTURER and SELF-PRODUCTION STRATEGY

- A. **Direct Manufacturer vs Trading Houses** – Achieve Cost Down, OTD, Inventory with Trading House Support!
- B. **Self-Production vs Outsourcing** – Non-Essential Items, Reduce Capex, Inventory, Manpower and Hidden Costs!

- C. **Scots Skill FIVE** – Vendor Tracking Toolkit – Degree of Relationship, Support and Influence to OTD

6. NEW/EXISTING VENDOR NEGOTIATION STRATEGIES

- A. **Procurement Bargaining Power** – Key Decision Influencer, Business Value and Cash is King!
- B. **TEN Winning Negotiation Strategies** – Right Approach, Strategy and Closing Skills!

- C. **Scots Skill SIX** – Procurement Negotiation Worksheet – Major/Minor Criterias, Min/Max Position and Goals!

PART D – PROCUREMENT SOURCING PLANNING SUCCESS

7. PROCUREMENT PLAN 2021 and PERFORMANCE REPORTS

- A. **Develop Annual Procurement Plan 2021** – Dynamic Objectives, New Procurement Strategies and Action Plan!
- B. **New/Traditional Vendor KPIs Reports** – OTD, Delivery Mistake, Problem Cases Solved and Order Completion!

- C. **Scots Skill SEVEN** – Develop Informative Procurement Reports – Win Stakeholders Confidence and Support!