

CREATING VALUE WITH SUPPLIER CONTRACTS THROUGH CUSTOMISED TRAINING

Customised Training

CASE STUDY

Facts

A major Australian organisation implemented a new three year strategy resulting in Procurement gaining more organisational influence and scope with greater involvement in major, high value purchasing decisions in the organisation.

The Procurement group required a lift in capability and knowledge of its strategic sourcing and supplier management process to deliver on its commitments to the organisation.



Critical Action

The Procurement group aimed to optimise its performance to support the delivery of the strategic goals by up skilling its team members with the appropriate skills, market knowledge and clarification of responsibility in the new revised strategic sourcing and supplier management process.

The Faculty was engaged to deliver customised training on the new process, meeting the unique needs and internal processes of the organisation, whilst incorporating best practice procurement expertise and insight.

The customised training was tailored to highlight and develop the skills and knowledge required to successfully deliver the new process.

A 12-month post training review was developed including the design of a refresher course focusing on the key points of the original course.

Results

- Team members equipped with confidence and skills to obtain the best value outcome in negotiations for the organisation, with greater awareness of roles and responsibilities in the sourcing process
- Greater value from supplier contracts is being achieved through stronger commercial and business acumen of team members, as a result of closer adherence and successful delivery of the new strategic sourcing and supplier management process

For more information on designing a customised workshop for your team, contact Cyrus Cavina at The Faculty on (03) 9654 4900 or by email on cyrus.cavina@thefaculty.com.au