



# Effective Purchasing, Tendering And Supplier Selection

Date & Venue:

12th May 2016 in Movenpick Hotel Karachi

Workshop Investment:

35,000/- (Exclusive of GST)

Timings: 9:00 am to 5:30 pm



## Course Facilitator:

Ayman Shokry is an innovative, customer-focused, continuous improvement, Supply Chain Professional. He has been a part of the logistics and supply chain management industry for the past 24 years, including 19 years in a managerial role in all facets of SCM including logistics, inventory control, warehouse management, procurement, contracts, distribution, fleet management, planning/scheduling and project management.

## Course Overview:

This intensive program aimed at developing / strengthening the understanding of the crucial role played by the supplier in delivering customer satisfaction through an effective supply chain.

Participants will learn how to evaluate the performance of both potential and current suppliers. Asses the factors that comprise and effective tender and conduct effective negotiations that bring long term value to the organization.

## Course Content:

### The Role of Purchasing in the Company

- Purchasing role in supply chain management
- Positioning purchasing within the company
- Vision, Mission and Value of Purchasing
- Where to find performance improvement

### Selecting the Right Supplier

- Conditioning the supplier to meet your requirement
- The total cost approach to purchasing
- Analyzing Value
- Hidden costs
- Performance evaluation

### Tendering and Analyzing the Bid

- Process needs
- Types of tenders
- Evaluating a bid objectively
- What if the contract fails to deliver – legal issues

## Course Objectives:

- Understand the key role of purchasing management as a strategic management tool.
- Become a more efficient and productive buyer through applying Techniques of purchasing management.
- Identify and reduce procurement risk through development of a plan of action
- Enable improved performance from your existing suppliers through evaluation and performance measurement
- Understand and strengthen your supply chain

## Who should attend?

- Purchasing professionals
- Those involved in defining the specification and evaluating supplier performance
- Those involved in preparing and analyzing bids
- Those with an involvement in supplier relationships
- Those whose role involves negotiation with outside parties

## Methodology:

Combine interactive presentations, case studies, participant activities to maximize the impact of the learning experience. Delegates will consider the ideas and apply the skills discussed. The course will cover both practical and theoretical aspects of purchasing.



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Mr. Shokry has designed, built and facilitated training courses in both English and Arabic in the above areas of supply chain and logistics.

His extensive experience has seen him in roles that have led to dramatic improvements in companies' performance across the supply chain.

He has delivered over 300 training seminars and workshops as part of continuous improvement implementations for learners from different industries including oil/gas service, chemicals, health care, retail, fertilizers, electricity & waters, real estate, cement, financial institutions, educational institutions, food, porcelain & sanitary wares, construction, automotive, telecommunication, steel, aluminum, air & maritime, land transport and government bodies.

CLIENTELE:



## TESTIMONIALS

Thanks to you too for providing such valuable information related with Material & Supply Chain Management. It was a real pleasure attending this course.

**Zafar Iqbal**  
Water & Civil  
Water Operations

Thanks for the training which covered the topic Effective Purchasing Management and it was wonderful and we together enjoyed the classes, the course you delivered was very affluent and we will be implementing in the practical to get the best of the business. It will be our pleasure to have any of the similar topics covered for our other colleagues for an in-house training or so.

**Ajit Kumar** - Supply Chain

I would like to express my sincere thanks for imparting me and enlightening me with the knowledge and information on Supply Chain and Inventory management. It was a true pleasure and value addition to undergo program conducted by you.

**Sushil Kumar Banwari**  
Engineer Cataloguing and Inventory Control

For registration(s) send us your Participants Name, Designation email, address & cell numbers Also please provide us organization's NTN #

[register@quickbizgroup.com](mailto:register@quickbizgroup.com)

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### Quickbiz Cancellation Policy:

Substitutions are welcome. cancellation must be confirmed by email. For Cancellation made in the 05 working days to the workshop, no refunds will be given.