

Procurement and Supply Chain Management - *London*



COURSE DATE

23 - 25 OCTOBER 2017

How can you create more value from your supply chain? How do you give your Board confidence in your supply chain? With intense pressure from the low oil price and a focus on suppliers' reputations as well as their finances, managers need to find ways to unlock value from their suppliers and at the same time minimise their risks. It is not an easy task: this course highlights the key elements you must get right for effective Procurement and Supply Chain Management.

The 3 day programme covers the whole end-to-end process from strategy to execution, introducing practical frameworks illustrated by case studies. It is highly interactive, involving group discussions and exercises, providing a rewarding and engaging experience for participants.

VENUE

London is the international financial capital of the world and hosts the global and European headquarters of many leading oil businesses. Combined with the cultural and historical attractions of London, the commercial dynamism of the city makes this an ideal venue for locals and visitors alike. The course will run in a central location, convenient for travel and business meetings.

DELEGATES WILL BE ABLE TO

- Identify and capture a wide range of sources of value in an era of low oil prices
- Identify, assess, prioritise and mitigate a broad spectrum of risks
- Coordinate the development of a robust and comprehensive category strategy
- Professionally manage an end-to-end sourcing project
- Identify key suppliers and implement an effective performance management framework
- Establish an effective policy with appropriate controls on transactions and contracts
- Recognise the importance of stakeholder engagement

WHO SHOULD ATTEND

This course is for managers and senior professionals in capital-intensive industries, including oil & gas (upstream and downstream), manufacturing, mining, construction, utilities, transportation, telecommunications, and their supporting professional and financial services sectors. They are likely to have significant responsibilities and strong executive influence. Some will be specialist procurement professionals seeking to enhance their capabilities. Others will wish to develop their broader commercial, technical or project roles through procurement excellence.

BOOKING

3 easy ways to book:

1. Call us - Tel: +44 203 239 0807
2. Email us: training@warrenbusinessconsulting.com
3. Online: www.warrenbusinessconsulting.com

Delegates from the following companies have attended our training:



COURSE DIRECTORS



Keith Crichton is Managing Director of CHAINGE, a consultancy focused on excellence in Procurement and Supply Chain Management. Before establishing CHAINGE in 2011, he was Head of Procurement of BP's Alternative

Energy and Shipping divisions, following 12 years in various procurement roles at BP. He has worked for clients all over the world across various sectors – oil & gas, nuclear, manufacturing, construction, utilities, alternative energy, chemicals, transportation, banking, and professional services. His training style is highly interactive, ensuring that participants apply the techniques they learn to case studies and their work.

With over 30 years' experience, Keith has an MBA (Distinction) from INSEAD and an MA (Hons) in Mathematics/ Management Science from Cambridge. He is a Fellow of the Chartered Institute of Procurement and Supply for which he is also an approved assessor of corporate certification services.



Brett Murray is a highly experienced international procurement leader with particular expertise in Upstream O&G as well as Petrochemicals, Refining, Marketing and Alternative Energy. As a trainer, he shares a broad

range of insights about excellence in the application of procurement and supply chain management across the whole industry. He holds an MBA in Strategic Procurement Management from University of Birmingham and a MA Hons in Economics from Strathclyde University. He is a full Member of the Chartered Institute of Procurement and Supply.

TESTIMONIALS

From delegates on previous WBC courses

"High impact."

"Comprehensive. It caught everything worth knowing in the industry. I will be a better consultant and better guide my team and provide advice to my client".

"Very good course. Got a good overview of the industry, very global perspective. Better total understanding."

"Given me a 'helicopter view' on oil and gas industry. Will help my work, career and personal life decisions."

"Critical to the growth of my company."

*"Lots of good discussion and interaction was very valuable
"Will let me take better decisions for my company"*



What are the trends that make this course so relevant?

- The responsibility for ensuring that service providers deploy robust safety practices
- The importance of managing the wide range of potential commercial, operational and compliance risks down supply chains
- The increasing global focus on corporate social responsibility and sustainability applied to a company's suppliers as well as its operations
- Lower oil prices reinforcing the need for highly cost effective supply chains
- The threats and opportunities presented by disruptive technologies and innovation in supply markets



PROGRAMME

Day 1

Session 1: Framework for Excellence

Unlock value, mitigate risk:

- Business alignment & Market understanding
- Sourcing & Supplier management
- Purchase to Pay
- Supply chain management
- Functional enablers

Session 2: Category Strategies/ Plans

- Governance & stakeholder engagement
- Demand planning and business strategy
- Supply market understanding and analysis
- **Emerging markets and local suppliers**
- External context – “PESTLE”
- Balance of Power – “Porters Five Forces”
- Generating and evaluating options
- Resources and enablers
- Implementation planning
- Integration with business plan

Session 3: Sourcing, Negotiation & Contracting

- Governance/ decision gates
- Sourcing/ contracting strategy (ref. umbrella category strategy)
- Business requirements and selection/ evaluation criteria
- Value vs. Price: “Total Cost of Ownership”
- Supplier qualification/ due diligence
- Contract framework
- Negotiation – preparation and execution
- e-Tendering, reverse auctions
- Contract award

Day 2:

Session 4: Supplier/ Contractor Performance Management

- Segmentation of appropriate type of relationship – “Kraljic Model”
- Governance and ownership of relationship
- Performance management
- Continuous improvement and innovation
- Monitoring financial health

Session 5: Policy, Controls, & Purchase-to-Pay

- Policy
- Authorities – financial, legal, engineering
- Separation of duties
- Purchase-to-Pay process and systems enablement
- Spend visibility
- Document management (e.g. contracts)

Session 6: Logistics & Materials Management

- Managing lead times
- Optimising inbound logistics & inventory levels
- Insource vs. outsource?

Day 3:

Session 7: Risk Management & Sustainability

- Risk landscape: commercial, operational, control internal organisation, supply chain, external context
- Sustainability – environmental, social, economic
- Ethics
- Risk identification and description
- Assessment - probability/ impact
- Prioritisation – risk matrix
- Mitigation – manageability, reducing likelihood and/or impact
- Residual risk
- Governance, ownership, continuous improvement – risk register

Session 8: Sources of Value

- Avoid ineffective spend
- Aggregate demand
- Define right “boundaries of the firm”
- Optimise specifications
- Extend market reach
- Drive competition/ sourcing frequency
- Scrutinise supply chains
- Minimise Total Cost of Ownership
- Leverage financial instruments
- Grow revenue through innovation
- Govern supplier performance
- Tighten compliance
- Manage working capital
- Improve processes and productivity

Session 9: Wrap Up

- Implementing international best practice locally
- Qs & As
- Concluding comments
- Feedback

BOOKING

Price: £2,400 +VAT (where applicable)*

Booking complete upon payment.

Included in the price: Tuition, course materials, lunches and refreshments

Discounts (one discount per booking only): **£240**

discount (price **£2,160**) if delegates book 3 months before the course date.

Group discount for delegates from the same company: 5 for the price of 4.

We will send you an invoice on receipt of your booking and confirm your place on receipt of your payment. If you have to cancel your place the following policy will apply: cancellation within 1-14 days of the programme start: 100% charge; 15-30 days: 50% charge; 31+ days: 10% charge. A colleague can take your place, subject to a 10% administration charge. Warren Business Consulting reserves the right to change or cancel any part of the published programme due to unforeseen circumstances and is not liable for any costs incurred by delegates in the unfortunate event that a course is cancelled. Delegates are responsible for arranging their own travel and accommodation and for obtaining visas, and medical and travel insurance. The letters MBA in any course title is used to indicate the nature of the training course. Attendees should be clear that no degree qualification is obtained by attending any Warren Business Consulting course.

*The amount of VAT you are charged will be determined when your invoice is raised. Our VAT number is 211 1256 70

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WARREN BUSINESS CONSULTING

OUR WORLDWIDE COURSE LOCATIONS

Course Portfolio

MBA in Oil & Gas
International Oil & Gas Contracts
Contracts & Negotiations
Risk Management in Oil & Gas
Project Governance
Leadership in Oil & Gas



ABOUT US

- Helping talented individuals build their careers is an inspiring experience. At Warren Business Consulting our focus is on developing tomorrow's managers and leaders.
- We believe that a successful career in upstream oil and gas depends on a thorough understanding of the industry's complexities. Technical expertise is not enough: to become a manager or a leader means understanding the geopolitics, the technology, the finance, the many different stakeholders – as well as knowing how to get the best out of a team.
- The firm was set up in 2012 by Angus Warren, an industry veteran whose career includes 15 years at BP. Since then, hundreds of aspiring managers have been on our courses, in various locations around the world, as part of their career development.
- As well as the procurement course shown above, we run courses on Contracts and Negotiations, Risk Management, Project Governance and many others including the MBA in Oil & Gas. Our portfolio of products is expanding rapidly so please check the website for latest developments.

For further information, email us: training@warrenbusinessconsulting.com
or call: +44 203 239 0807 (UK) / +1 281 506 2892 (US)

www.warrenbusinessconsulting.com

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