

HOW TO IMPROVE PROFITABILITY THROUGH THE EFFECTIVE SUPPLY CHAIN MANAGEMENT STRATEGY BY DR LEROY H. GRAW

9-11 December 2013

Park Inn by Radisson, ul. Monte Cassino 2, Kraków

3-day seminar is the only and unique event on the Polish training scene organized by Heuresis and the International Purchasing and Supply Chain Management Institute (IPSCMI®): the leading certification institution in the areas of logistics and supply chain management around the world.

■ TESTIMONIALS

The curriculum was broad based and relevant. I was able to put my education into practice on a daily basis.

Manager of Strategic Sourcing

I wish to congratulate myself and the students who passed the recent Certification exam.

I also want to thank Dr. Graw for the instructional job well done. Great job!

Purchasing Manager

Dr. Graw's class was superb! I am grateful for the opportunity to study under Dr. Graw! I intend to take his next course.

Certified Professional Purchasing Manager

■ PROGRAM OF THE SEMINAR

module I: Introduction to Logistics and Supply Chain Management.

The module covers definitions, basic terminology and basic world class principles, including supply chain, supply chain management, distribution channel, demand management, distribution management, and logistics management.

module II: Purchasing and Sourcing Management

The Module covers purchasing and sourcing management with a special focus on analytical tools required in the preaward and postaward procurement processes. Dr. Graw's textbook *Cost and Price Analysis: Tools to Improve Profit Margins* is the main focus of this module.

Topical Coverage

- World Class Sourcing, including Total Cost of Ownership Techniques
- Price Comparison Methods and How to Use Them
- Elements of Cost
- Estimating Cost and Obtaining Cost Proposals From Suppliers
- Performing Cost Analysis, Including Engineering Analysis and Accounting Analysis
- Performing "Total Landed Cost Analysis" for imported goods
- Assessing Risk and Developing Prenegotiation Profit Objectives
- Negotiating a Quality Contract using results of analysis

module III: The Domestic and International Transportation Systems.

The Module provides an appreciation of the macroeconomic and microeconomic roles of transportation; the characteristics of various transportation modes; and understanding of the economics of movement; and covers the changing environment in which transportation operates.

module IV: Inventory Management and Warehousing

The Module covers inventory and warehouse management. Special attention is given to use of Just in Time and Lean Supply Chain Management techniques.

module V: Physical Distribution Management

This Module is designed to provide students with an in-depth understanding of the operational, financial and managerial aspects of the physical distribution of industrial goods.

module VI: Logistics/Supply Chain Management Metrics

The Module covers methods of measuring and improving productivity of supply chain management and logistics, including E-commerce/E-Logistics and ERP systems.

CAPITALIZE ON THE EXPERT KNOWLEDGE TO GAIN MAXIMUM VALUE ON THESE VITAL ISSUES

APPLY	world class procurement risk management processes and techniques to enhance organization's procurement effectiveness and efficiency
ACQUIRE	to focus management attention to procurement opportunity and risk parameters
IDENTIFY	how to effectively and efficiently manage domestic and international procurement risk management with helpful and forward looking management processes
FOCUS	on procurement risk and supplier risk to ensure smooth flow of supply chain processes
OPTIMIZE	procurement management and minimize procurement and supply chain risk and exposure
INTEGRATE	risk management into existing procurement management organizations and structures
IMPROVE	procurement risk management processes in the entire procurement life cycle, including tendering or solicitation, proposal or bid evaluation, contract award and contract administration processes
GAIN	competitive advantage over competing procurement systems
ACHIEVE	competitive pricing and cost savings for goods and services required by the organization
UTILIZE	supplier risk management in order to maximize technical procurement and supply chain efficiency
ENHANCE	the risk and opportunity management process for the goods importing process in order to decrease the lead time between receipt and sale of imported goods and merchandise
INCREASE	the knowledge skill and ability to mitigate procurement risk and use advanced techniques and strategies

ABOUT YOUR COURSE FACILITATOR



Dr. LeRoy H. Graw has an international reputation as a purchasing and supply chain manager, trainer and consultant. He has more than 39 years of purchasing practitioner experience, including more than 24 years of experience in the public sector and more than 15 years of experience in the private sector. His 24 years of public sector experience includes 18 years as a senior level Purchasing Manager and 6 years as a senior level Contracts Manager for Federal Contractors/Suppliers. His 12 years of experience in the private sector include positions as Purchasing Manager, Materials Manager and Supply Chain/Logistics Manager. He has held positions with or reviewed the purchasing systems of 13 different „Fortune 500“ companies.

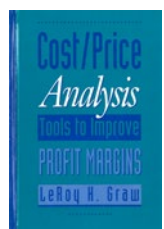
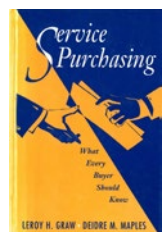
He has also served as a National Officer with the Federal Acquisition Regulation and Subcontracts Buyers Group of the National Association of Purchasing Management/Institute of Supply Management. He is the former President and National Director, San Gabriel Chapter, National Contract Management Association and formerly served as a member of the Certified Purchasing Manager Examination Item Writing Committee with the National Association of Purchasing Management.

He is awarded by National Contract Management Association „Educator of the Year“ in 1998. He is also published in Who's Who in the West, Who's Who in America and Who's Who in the World. He is considered by many to be the „Best Purchasing Instructor in the World“.

During Dr. Graw's 39 years of purchasing practitioner experience, he taught purchasing and supply chain management for 21 different top level universities in the United States, Far East and Middle East. He is currently on the adjunct faculty at University of California Los Angeles, Boise State University, Royal Roads University, Western International University and Central Michigan University.

Dr. Graw is the author and co-author for many books and guides in the industries relating to procurement or purchasing and supply chain management, for example „C.P.M Study Guide“, „C.P.M Diagnostic Examination“, „What Every Buyer Should Know“, „Commercial Contracting, Otherwise known as Purchasing“, „Handbook of International Business Negotiation“ and so on. He is also the author of certification programs in International Purchasing Management and International Supply Chain Management. He is the author of more than 50 different courses in Purchasing and Supply Chain Management courses and teaches all of them both conventional and online mode.

Dr. Graw holds a Bachelor of Science Degree from the U.S. Military Academy at West Point, a Master of Commerce (MBA) degree from the University of Richmond and a Doctorate in Curriculum and Education Administration from the University of Southern California.



■ WHY YOU SHOULD NOT MISS THIS EVENT

This 3-day workshop enables the participants to apply world class management processes to your organization's procurement and supply chain processes. It is important to know that if you failed to manage the processes properly, it will impact your organizations to be at operational and financial risk. World class procurement, logistics and supply chain risk management are on the "leading edge" of best practices. Incapability to master these processes will hence pass the opportunity to the others to stand in line to take over the market status of your organization. Nonetheless, the course would enhance your skills and knowledge in identifying and handling of the risk associated with procurement and supply chain by using the advance and world best strategies of risk management.

■ SEMINAR FEE AND REGISTRATION

2999 PLN + 23% VAT includes:

- Participation in the three-day seminar (9-11 December 2013).
- Training Materials in English.
- lunches and coffee breaks

or send the application form to: seminariumSCHM@heuresis.pl
for more information call (+48) 12 294 04 62

NOTE: THE SEMINAR WILL BE HELD IN ENGLISH (if you need translation, please call (48) 12 294 04 62)

■ ORGANIZATION OF THE SEMINAR



The seminar is organized by **Heuresis Sp. z o.o.** the only representative of the International Purchasing and Supply Chain Management Institute in the European market. HEURESIS Sp. z o.o. has the power to organize, manage, and professional supervision over programs certify the IPSCMI® and ACI®. Conducts comprehensive training courses for those interested in raising their skills and obtain the global certificate. Implements innovative training programs in organizations.



American Certification Institute (ACI®), is a premier professional certification institute well-known in the United States and the world. It was founded in the USA in 1999. Its Corporate Headquarters is in Lewes, Delaware, USA and it has numerous alliance partners in the US, China, Dubai, Singapore, Malaysia, Egypt, Romania, Lebanon, Russia, Poland, Jordan, India, Lebanon and other countries. These alliance partners represent ACI in their respective countries and conduct ACI programs in collaboration with ACI. ACI is dedicated to helping train the leaders of tomorrow for personal professional certification. ACI provides training, testing, and certification issuance for a number of important business-related programs, and does training for certifications issued by the International Purchasing and Supply Chain Management Institute and other professional institutes in the US.



IPSCMI, The International Purchasing and Supply Chain Management Institute, is the only organization of its kind offering a complete "portfolio" of training, education, and professional certification programs offered throughout the world in all modes of instruction, including conventional public seminars, in-house seminars, online, satellite, and other distance learning modes. IPSCMI is the "brain-child" of Dr. LeRoy Graw, who created a predecessor organization with the same mission and scope of operations in 1989 called the "National Contract Service Corporation" (NCSC).