



ENGINEERING STAFF COLLEGE OF INDIA



Autonomous Organ of The Institution of Engineers (India)
(IMS [ISO 9001:2015, ISO 14001:2015, ISO 50001:2018, ISO 45001:2018],
ISO/IEC 17025:2017 Certified, AICTE & CEA Recognized Institution)
Old Bombay Road, Gachibowli, Hyderabad – 500 032. Telangana, India

Management and Technology Division

Continuing Professional Development Programme on

Modern Procurement Strategies for Purchase Officers

(Includes Cost Reduction Strategies)

Dates: 07 - 10 November 2023

at ESCI Campus, Hyderabad

INTRODUCTION

Procurement strategies are long-term plans and methods that an organisation implements to procure goods and services cost effectively. These strategies drive the organisation in the best possible way to get maximum benefit out of their invested financial resources. They encompass the methods and approaches an organisation adopts to find suppliers, negotiate prices, determine purchase timeline, the total cost of ownership (TCO) and ultimately make purchases. Adopting the best strategy helps to save time and spend money effectively. Several strategies are existing among them a few can be highlighted i.e., cost reduction, green purchasing, risk management, global sourcing, TQM, supplier management and optimization. While creating a procurement strategy important steps organisations need to adopt are to determine the needs, assess the current situation, set the objectives, make an outline of overall strategy, develop a digital strategy and implement the strategy.

Nowadays, Purchase Professionals are die-hard to get the materials in time and there is a lot of uncertainty across the globe due to the revival of the demand post-Covid-19 and political disruption in Europe. Due to the Shortage of semi-conductors all the automobile companies, electronic hardware, and computer manufacturers postpone their delivery schedules. Due to this Supplier Development in any organization is important to maintain long relationships and to continue their business in an effective way. In order to get insights into Procurement and Supply Chain Management, this course is designed for Procurement and Supply Chain management professionals to reskill or upskill their Procurement processes and reduce supplier management costs.

OBJECTIVES

The objective of the programme is to impart detailed insight into the modern practices of procurement that includes cost reduction strategies and minimization the time delay in procurement practices.

COURSE COVERAGE

The following course content will be detailed during the training programme:

- ✦ Introduction to Purchasing Cycle
- ✦ Materials Spend Management
- ✦ Supplier Segmentation
- ✦ Supplier Relationship Management
- ✦ Procurement Risk and Risk Management Strategies
- ✦ Concepts of Supply Chain Analytics
- ✦ Procurement Contracts in Materials and Services
- ✦ Logistics and Supply Chain Management
- ✦ Automated Procurement Process
- ✦ Innovations in procurement – Use of AI and Machine Learning in Procurement process
- ✦ Procurement Best Practices-Case Studies

METHODOLOGY

Methodology of the programme includes class room Sessions with Lecture/discussion with audio visual aid, benched marked practices if any, video shows, Chalk & Talk sessions, group discussions, case studies, debates, sharing of experiences, etc. All the sessions will be interactive demanding active participation from all the members. Case Method of Instructions will be the main method of knowledge facilitation.

TARGET PARTICIPANTS

This course serves not only the manufacturing sector but is also suitable for Defence establishments, R&D Units, Process Industries, Pharma, Construction, Chemical and Petrochemical industries and service sector finds this programme very beneficial. This programme is designed for Engineers, Managers and Executives who are involved with production, maintenance, procurement, stores, and project managers / procurement functions.

SOME OF THE EXPERT FACULTY

- ❖ **Shri H S Kalsi**, Formerly, *Managing Director, BHEL-GE Ltd.*
- ❖ **Shri Kuldeep Rai**, Formerly *DGM, ECIL and Ex-CHAIRMAN, Indian Institute of Materials Management, Hyderabad Branch.*
- ❖ **Shri Ch Ranga Rao**, Formerly *DGM (Purchase), Madhucon Projects Ltd.*
- ❖ **Dr. C.S. Krishna Prasad Rao**, Formerly *General Manager BDL. (Min. Defense).*

PROGRAMME DIRECTOR

Dr. P.V.S.S. SRIDHAR, *M.E., Ph.D. (IIT-Guwahati)*

Sr. Faculty & Head

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PROGRAMME DATES & TIMINGS

Dates: 07-10 November 2023

Timings : On the first day Registration will commence at **09:00 Hrs**. On all other days the programme timings will be from **09:45-17:15 Hrs** with breaks in between for tea and lunch.

COURSE FEE: Rs.22,000/- (Rupees Twenty Two Thousand only) per Participant + GST@18% Extra. Fee includes, course material, course kit, twin-sharing/single AC accommodation as per availability, breakfast, lunch, dinner, tea / coffee and snacks during the actual days of training programme.

PAN Card No AAATT3439Q; GST No. 36AAATT3439Q1ZV. H.S. No. 999293 (Under commercial training or coaching services – clause 65(105) (ZZC) of Finance act – 1994).

Programme fee is to be paid in in favor of **“THE INSTITUTION OF ENGINEERS (INDIA) – ENGINEERING STAFF COLLEGE OF INDIA”** in the form of demand draft payable at Hyderabad. Alternatively, the payment may be made by Electronic Fund Transfer (EFT) to ESCI - **SB A/c No.0432104000039631 with The IDBI Bank Ltd., Gachibowli Branch, Plot No. 2-53/2, JNIBF, IIIT Junction, Gachibowli, Hyderabad-500032 by RTG's/ NIFT / IFSC Code No: IBKL0000432**. While using EFT method of payment, please ensure to communicate us your company name, our Invoice reference and programme title.

CERTIFICATION

A Certificate of participation will be awarded to each participant on conclusion of the programme.

GENERAL INSTRUCTIONS:

- ESCI encourages participants to present case studies from their respective organizations.
- ESCI provides complimentary accommodation and boarding to the participants one day before commencement (Check-in 1200 h) and one day after conclusion (Check-out 1200 h) of the programme duration. Overstay charges will be applicable as per ESCI rules (subject to availability of accommodation).
- Well-developed Information Centre and Internet facilities are available to the participants free of cost.