

These are the most popular topics explored in the basic 2 day *It Aint the Price; It's the COST, Stupid* seminars

Purchasing Training

Strategies Central to Purchasing Management

Total Cost of Ownership (TCO) the basis of professional Purchasing

- How to identify, define and quantify the Total Cost of Ownership (TCO)
- TCO = the costs of Quality + Service + Delivery + Price (Price ≠ Cost)
- Break down the four elements of QSDP into measurable sub-elements
- How to use TCO (QSDP) as the basis of Certification and Evaluation programs.

Supplier Certification

- How to establish minimum standards for our suppliers
- Why we need to have Certification
- How to base standards on Costs
- How and why does it save money to reduce the supplier base?

Supplier Evaluation

- What are the 3 main benefits of Supplier Evaluation?
- How do we set up metrics to measure performance?
- How do we enforce these performance standards?
- How can we use them to justify decisions, reward or improve performance?

Exercise: The Gaylord Principle

We will devise a dollars and numbers model to evaluate supplier performance.

How and why to conduct Cost Analysis

- Find and eliminate unnecessary costs
- Obtain quantitative basis for Negotiation
- Comply with Robinson-Patman and UCC provisions

How and why to conduct Price Analysis

- Identifying pricing strategies of sellers
- Marketing and advertising strategies of sellers
- Adapting contract forms to price and cost strategies

Strategic Alliances

- Sole and Single
- Partnering
- Cost savings clauses
- Joint venture

Exercise: Performance Metrics

How to measure supplier performance based on Total Cost of Ownership. We will construct a simple model for measuring supplier performance that you can use at work.

Practical Legalities in Buy/Sell Topics

Uniform Commercial Code (UCC) basics including

- Goods versus services
- The 4 requirements of a P.O to avoid personal liability
- The 4 requirements of a contract
- The 4 forms of purchasing authority
- UCC listings (liens) and searches
- The 7 obligations of an agent

About

Robert Menard

Bob Menard helps companies make money by saving it. His unique supply side philosophy is embodied in the corporate slogan: *Sell for a dollar, earn a dime; save the same dollar, earn ten dimes*. Since 1985, he has been president of Vinca Corporation/SPEECH2, a consulting and training firm bringing his unique buyer's perspective of Negotiation to all his clients. In addition to Keynotes, Seminars and Workshops at convention and corporate meetings, he provides training and consulting services in purchasing and cost management strategies to clients in the US and abroad.

With his energetic and engaging style, Menard has delighted audiences in over 1,400 speeches in 47 states and 5 foreign countries. His business acumen stems from a career as an entrepreneur, an uncommon feature amongst speakers. He has that rare ability to touch audiences on a personal level because he has lived and experienced their challenges.

An expert in business strategies, he delivers powerful and effective addresses on Negotiation, Purchasing, Partnering and Communication issues. His motivational speeches strike the personal chord, reminding each of us of our limitless potential. His entertainment speeches are without equal in educational and humorous value.

Sales groups seek out his counter point perspective, unique amongst sales speakers and trainers. The author of dozens of magazine articles, his book on Negotiation is due out this year.

He may be reached at 214-513-8484 or through the web site.
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Terms and Conditions (T's & C's)

- Relationship to TCO
- Warranties, Rights and Remedies
- Battle of the Forms (Offeror and Offeree)

More important legal considerations

- Robinson-Patman (how a price below a suppliers cost can be illegal)
- Reciprocity
- Oral contracts
- Mirror image rule last shot principle

Ethics

- Legal versus ethical considerations (Ethical Behavior is the law!)
- Ethical practices and good faith
- Land mines to avoid
- Sample Ethics policies
- Answering the suppliers question "Where do I have to be?"

Rounding out the Professional Buyer

Soft Skills for the Workplace

- Selling to internal customers and management
- Training the internal customer
- Obtaining and keeping management buy-in
- Time Management and Empowerment

Professional Advancement

- Professional Societies
 - Institute for Supply Management ISM (formerly NAPM)
 - American Purchasing Society (APS)
 - American Production and Inventory Control Society (APICS)
- Certification as a C.P.M. in the ISM, CPP in the APS, and CPIM in APICS
- Relationship to earnings

Inventory and Logistics

Transportation terms and practices

- UCC terms
- INCO terms and the CISG (Convention for the International Sale of Goods)
- Delivery and risk of loss
- Inspection

Just In Time

- How do we define JIT?
- How to put bite in delivery clauses?
- How does JIT delivery affect our costs?
- Expedited delivery versus safety stock?

Transportation

- Transportation terms you must absolutely know about
- What are INCO terms and when should we use them?
- How does international transportation practice differ from domestic?
- When does risk of loss transfer to the buyer?

Inventory Metrics

- Fill Rates Accuracy
- Back Orders
- Stock Outs
- Inventory turns

"We will collaborate in the advance work to identify areas of greatest interest and need. (Initial Questionnaires and Pre-course Assessments accompany most engagements).

During training sessions, some topics explode in a burst of importance, so we'll cover those in greater detail. All sessions are completely interactive and exercise driven.

– Bob Menard

Cost reduction techniques

- JIT (ASWO)
- Carrying costs
- Expedited delivery
- ABC's and Pareto's Principle

Inventory problems

- Obsolescence
- Shrinkage (Loss, theft, breakage)
- Spoilage
- EOQ

The Welcome to Purchasing Guide

- How it serves internal customers and suppliers
- How to construct one
- How it improves productivity

Procurement cards

- What are they?
- Why and how to use them
- How they cut costs for buyer and seller
- How they cut costs, save time, add productivity

Soft Skills for the Workplace

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Electronic commerce

- Applications in Purchasing
- Reverse auctions
- E-shipping, receiving, invoicing and payment
- Potential for cost reduction

The Best Practices in Supplier Management

- Strategic Alliances (Partnering)
- Vendor Managed Inventory (VMI)
- Collaborative Planning, Forecasting & Replenishment (CPFR)
- 6 Sigma and statistical procedures

Supplier Finance

- Financial statements
- Credit investigation
- Ratio and trend analysis

Exercise: The Shaky Supplier Samba

There are many steps to this dance, but we can learn how to recognize all the moves. Other topics that you advise you'd like to hear about.

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The Voice of the Customer

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