

Seminar

Purchasing Under Control

Purchasing Controlling & Reporting

with the focus on decentralized purchasing organizations

Seminar orientation:

Industries of plant engineering & construction, power plants, manufacturing for industrial machinery but also civil works.

“You can’t improve without measuring!”

This is a fundamental rule for every improvement program in every company.

In many companies, there’s still not enough transparency in processes and figures in the various purchasing departments.

Especially in decentralized international purchasing organizations, the management will receive very often reports about purchasing volumes and purchasing savings not as required, with lack of sufficient details. However, without transparency of the figures, efficient and effective improvement actions are not possible. This subject is significant for the operational purchasing processes, but also for strategic adjustments.

Furthermore, a network that is well informed is fundamental for the collaboration of the purchasing teams.

This is the opportunity to learn from an Expert the guidance of Purchasing Controlling & Reporting with the result of minimum 20% savings - guaranteed!

Develop your Supply Management skills to the highest level and save your seminar seat for this excellent Management Seminar – sign up today!

Target Group

- Company Management
- Purchasing and Supply Managers and Buyers

KUZIO-CONSULTING is providing its professional experience of planning, implementation and practices in all aspects of “Purchasing Controlling & Reporting”.

We will pass to you, the knowledge on how to get the necessary transparency. You will then be in the position to be able to answer properly; the following key questions on a daily basis, with great benefits (the following questions are related to the level of each commodity / material group):

- What types of commodities were bought?
- How much were the market prices for these commodities?
- How much was the actual purchase order volume of these commodities?
- What were the purchasing budgets and how much cost savings were achieved?
- Who are the suppliers of these commodities?

- What projects were the commodities related to?
- Who was the buyer? Identify the buyers in your organization (e.g. person, department, country, business unit)
- Proper answers to these questions are needed in order to measure the performance of the various purchasing departments based on purchase orders already placed.

When it comes to a **forecast view, including analysis of bundling possibilities**, the following questions must be answered in a proper way:

- What types of commodities need to be purchased?
- What are the purchasing budgets?
- How much will the purchase order volume of these commodities be?
- Who are the possible suppliers?
- What projects will the commodities be related to?
- Who will be the buyer? Identify the buyers in your organization (e.g. person, department, country, business unit)

With the support of KUZIO-CONSULTING, you will get the transparency of the complete purchasing portfolio from the past (performance measurements) but also for the future (purchasing planning and forecast).

You will have the ability to achieve the following goals:

- Harmonization of controlling & reporting based on defined metrics. Therefore, the possibility to compare the performance and workload of all purchasing departments
- Unified controlling & reporting in the entire company.
- All reporting charts available online with current information, on a daily basis
- Development of the purchasing network in the entire company
- Huge cost savings through bundling and increasing the inquiry and purchase order volumes by considering the transparency of the purchase order forecasts. These cost savings will be immediately effective
- Minimizing of project risks by monitoring the purchasing figures and milestones
- The performance and the skill value of the purchasing departments will be stronger and more evident. There will be a more positive image of the purchasing departments inside and outside the company.

Your Adviser

Heinz Kuzio

Diplom-Ingenieur (Graduate Engineer)

Management Consultant

Mr. Kuzio's consulting expertise is the result of a successful professional career with several years as "Purchasing & Supply Manager" and "Head of Supply Management" with large and reputable organizations, particularly in the Construction & Installation of Power Stations.

His experience relates to:

- Control of project-related procurement processes with multi million budgets and responsibility for the operational cost saving results
- Planning, Implementation and Management of international Cost Reduction Initiatives

Mr. Kuzio has led numerous strategic projects in Sourcing/Procurement areas of Supply Management, also in Merger & Acquisition Projects.

Seminar Code: SM-2-401SE

Other General Information

1. This is a 1 day seminar, starting at 09:00 a.m. and ending at 06:00 p.m.
2. The cost for attending the 1-day seminar is 480.00 EUR per participant. This price includes seminar documents (CD-ROM), lunch and drinks during the seminar and breaks.
3. If more than one participant from the same company attends the seminar, the price for each participant will be discounted to 400.00 EUR.
4. To see the General Terms and Conditions of Seminars, please go to the sign-up page and you will find them at the bottom of the page