

THE IN-HOUSE TRAINING COMPANY

Seven Practical Steps to Sustainable Cost Reduction

Overview

The effective application of practical cost reduction tools and techniques, enabling organisations to successfully implement a low-cost paradigm, thus eliminating cost and non-value adding activities.

Learning objectives

By the end of the course participants will be able to:

- Identify relevant cost pools and drivers and thus be able to focus on the key areas of spend.
- Reduce costs and NVA and thus add directly to the bottom line.
- Sell the new paradigm to all stakeholders, including internal customers and contractors.
- Influence and shape a culture of ongoing cost management.
- Understand the impact on our relationships with contractors and suppliers and ensure a fit for purpose result.

Who should attend

This course is designed for those who have direct or indirect responsibility for the delivery of sustainable cost reductions, across the supply chain and to maintain the relationship

Course format

This one-day programme can be delivered on-site or virtually.

The expert trainer takes a proactive, participative, and participant-centred approach with an emphasis on the practical application of the tools, techniques and templates discussed. The creation of action plans by the participants is a key element in the experiential dimension to all our courses. The learning needs to be embedded into the fabric of the organisation and the trainer uses context-based case studies and other tasks to achieve this.

Special features

The content of this course has been cross-mapped with established competency frameworks and other international standards.

Certificates of attendance are provided on request (for CPD purposes: the programme qualifies for six hours, which for most professional bodies translates as six points).

The majority of the training we deliver is either tailored or completely bespoke. This workshop can therefore be delivered entirely as advertised, or it can be tailored to your particular requirements, or we can simply take it as a starting point for a conversation with you before we draft a completely bespoke programme for you – the choice is yours.

Expert trainer

Dr Ray Carter runs his own international training and development consultancy, specialising in procurement. A prolific author, his books include *Practical Procurement*, *Practical Supplier Selection and Relationship Management* (with Sharon Croome), *Practical Contract and Commercial Negotiations* (with Kenny Campbell) and *Practical Contract Management* (with Steve Kirby, Alan Oxenbury and Geoff Kontzle). He has also had numerous articles and papers published in journals such as *Supply Management* and the Centre for Advanced Procurement's *Praxis* publication. Ray is Chairman of the Procurement Best Practice Forum, which is made up of many large blue-chip organisations, the purpose of which is to identify and disseminate supply chain management best practices. Ray's now famous '10 Cs' of supplier evaluation model, first published in 1995, has become an accepted model for the evaluation of suppliers and contractors and has been adopted by many organisations. It is also part of the CIPS level 3 syllabus. Ray is an external examiner for Salford University and a Fellow of Leicester University.

In recent years, he has undertaken training and consultancy assignments across the UK and around the world for organisations such as Prudential, Virgin Media, Cobham, The Home Office, Ministry of Justice, Low Carbon Contracts Company, IBM, Ministry of Defence, NHS, Royal Botanic Gardens Kew, Bapco, AA, Coca-Cola, Foster Wheeler, Pfizer, British Nuclear Group, Honeywell, Total, Qinetiq, John Lewis, DeLaRue, Serco, Williams F1 Team, Hitachi Rail Europe, Rolls-Royce, Boots, RBS, DWP, NHS, Lucas Engineering and Systems, Abu Dhabi Company for Onshore Oil Operations (ZADCO), NDC, Ericsson, BAe, Marconi, BBC, Magnox, Ordnance Survey, Chevron, Caspian Pipeline Consortium, Tengzichevroil Company, Coca-Cola, Shell International BV, IMechE, African Development Bank, United Healthcare, MLM, SEPA, Yorkshire Water, East Lothian Council, Medway Council, Wigan Council, National Grid, City of Bradford MDC, London Fire Brigade, etc, etc, etc.

Workshop outline

Session 1: Introductions and course objectives

Session 2: What are the non-value adds and why do cost rise overtime?

Session 3: Ensuring contract compliance and spend management, effective use of current frameworks and supply contracts to ensure secured benefits are being fully utilised

Session 4: Identifying the key cost drivers and cost pools, thus enabling effective management and control and targeting of resources

Session 5: The use of Value Analysis techniques and templates including specification review, service level and scope review, defining what is really fit for purpose at the lowest total cost

Session 6: Waste elimination and sustainability issues

Session 7: Facilitating Standardisation, Collaboration and Aggregation and thus enabling an effective leverage strategy to be implemented to reduce total costs

Session 8: Understanding the supply market, level of competition, players and the conventions, generating interest, stimulating, contestability thus ensuring value for money

Session 9: Implementation of cost reduction programmes

Session 10: Assist participants to develop Practical Action Plans to improve specific aspects of contract management and administration and thus improve and enhance their performance and contribution

Any questions?

Please just give us a call on 01582 463463 – we're here to help!

Or visit www.theinhousetrainingcompany.com