

INTERNATIONAL SCHOOL OF MANAGEMENT EXCELLENCE

Enabling Effectiveness of Procurement Activities Through Data Driven Decisions

A **Live-Online** Workshop on
Supply Chain Analytics

October 06-09, 2021
9:00 AM - 1:00 PM



Introduction:

Procurement Analytics is the process of how data can be extracted, refined and analyzed to deliver actionable business insights. It touches procurement activities beyond spend analysis. It includes strategic sourcing, category management, contract management and procure-to-pay processes.

In strategic sourcing, analytics can identify which suppliers to include in sourcing projects and provide rich information into supplier's quality and risk positions. In category management it can identify savings opportunities, segment and prioritize suppliers. In contract lifecycle management it can alert on contracts needing renegotiation and identify maverick spend to help compliance and improve contract coverage. In procure-to-pay processes, analytics can evaluate payment accuracy, discover rebate opportunities, identify mistaken payments and reduce fraud.

This workshop is a first in overall Supply Chain analytics focusing on the procurement function and designed to help create an action plan for transformation using analytics. A practice focused workshop, it will show participants how they can turn data insights into actionable business outcomes and forge a data culture with a single version of truth across functions.

Why Now ?

- Businesses are having huge amounts of data which are lying under utilized
- Decision making is in silos and is not holistic and optimal
- Increased digitization has increased competition in the supply chain industry
- Companies with data driven decision are proving to be leaders in the industry by leveraging deeper insights in their supply chain and especially Procurement
- There is a plethora of new options with cutting edge analysis available to decision makers and needs to be quickly evaluated and suitability of use
- Pandemic has brought in a renewed pivoting role for procurement operations

Target audience:

Supply chain executives focusing on procurement across industries

Program duration:

16 hours

Program Objectives:

What you can expect to learn:

- A deeper understanding of deriving value in Procurement function (Cost savings opportunities, Spend analysis etc.)
- Re-emphasize key role played by procurement function in the overall supply chain with an analytics perspective
- How to look for process efficiencies and Digitization opportunities in Procurement function
- How to implement Supplier and Spend Management analytical Models for better decision making
- A deeper understanding of available tools and technologies that are applicable to the procurement function

Modules:

Foundation - Understanding processes, data structures and analytics key impact areas across procurement

Supplier Management Analytics

- How to Segment Suppliers
- Supplier Risk Profile models
- Supplier performance Scoring Models

Procurement efficiencies & Digitization Analytics

- Cycle Times across Procurement Functions
- Manual tasks across Procurement functions
- Non-Value-Added activities

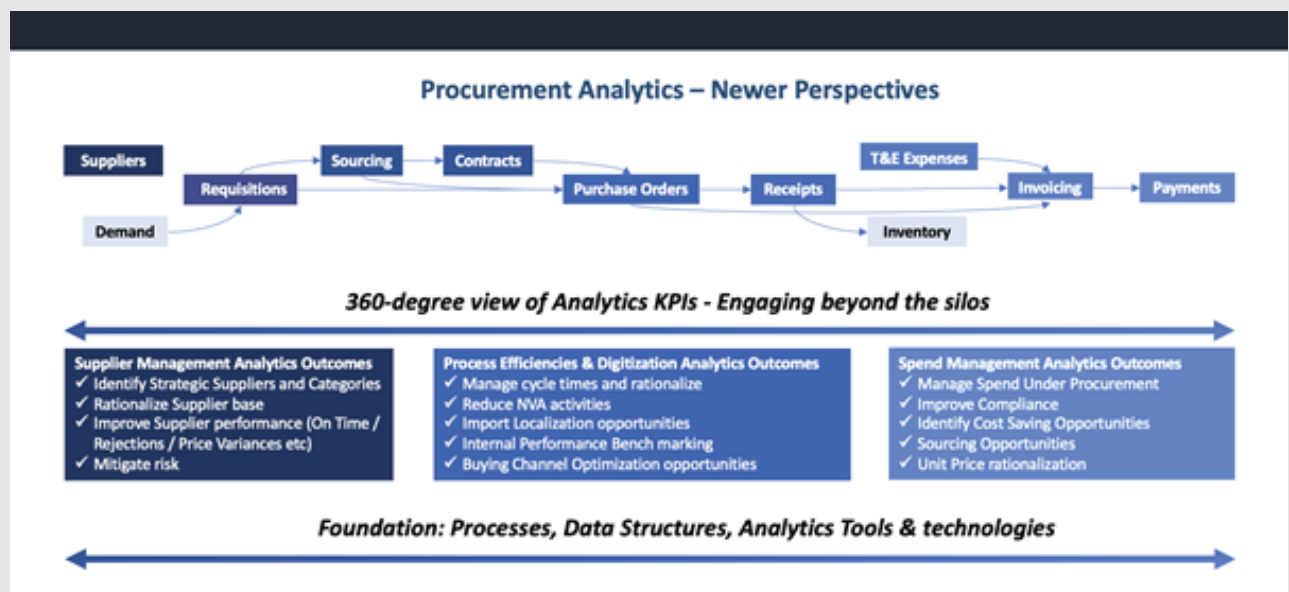
Spend Management Analytics

- Spend Under Management Models
- Direct / Indirect Spend
- Purchase Order Spend
- Contract and Off Contract Spend
- Pricing

New technologies - How to identify Machine Learning (ML) use cases with some sample use cases in procurement

Stakeholder management - How analytics can help with better decisions by using latest tools and technology to manage Internal and external stakeholder satisfaction

High Level Framework to be followed is as below



Program Delivery:

The delivery of the program will be through interactive sessions involving case studies from practice of resource persons and multiple role plays.

Program Fees :

For Corporate participation: Rs. 6,500/- per participant.

For Academicians/Faculty : Rs. 4,000/- per participant

For Students : Rs. 3,500/- per participant

Register here

<https://cutt.ly/dQPbqKc>

Profile of Resource Persons:



Mr. Hemant Gupta is currently the founder and CEO of Navigdata, an analytics partner for companies who are looking to be data driven in their decision making. With over 20 years' experience in the IT industry with a focus on enterprise applications, analytics among others, he has worked extensively across the spectrum of Supply Chain, manufacturing, value chain integration and digital transformation. A renowned thinker and business strategist, Hemant is an IIM and MIT Sloan alumnus.



Vinayak Sastri brings with him over 20 years of experience in the IT / IT services industry with a focus on BFSI, Telecom and Automotive as industry sectors. He is a keen business modeler and specializes in AI and digital consulting with a focus on services companies. He specializes in gamification models and is an IIM and Harvard alumnus.



Rajendra Desai is a certified consultant with M/s Frontline Systems Inc, USA a leader in providing Predictive and Prescriptive Analytics solutions for Industry. He has successfully executed consulting projects for diverse Industries to help them improve their operations through analytics solutions. He is currently Head – External Programs at ISME, Bangalore.

About ISME

ISME is a 15 year old business school located on Sarjapur Road, Bangalore founded by a group of alumni of CMU, Purdue and Wharton. ISME has been conducting Management Development Programs for various Private and Public Sector Institutions. Our faculty keep a keen eye on the frontiers of technology and latest management techniques to build their repository of knowledge and skills. ISME offers a PhD program in Management, PGDM with AICTE approval and NBA accreditation and undergraduate programs in Business Management and Commerce.