

INTERNATIONAL SCHOOL OF MANAGEMENT EXCELLENCE

&



Indian Institute of Materials Management
IN PURSUIT OF EXCELLENCE IN SUPPLY MANAGEMENT



Enabling Effectiveness of Procurement Activities Through Data Driven Decisions

A **Live-Online**
Certification 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 the first of a series of workshops that we are planning to enable supply chain professionals to work with data-driven analytics-based tools. 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. Further workshops in the sequence will be organised in the areas of Fulfilment Analytics, Supplier Risk & Performance Analytics and Inventory Optimisation Analytics and more.

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 for 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 basic understanding of the statistical tools / techniques available in excel for use in analytics with specific focus on the procurement data.
- ▶ 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
- ▶ Ensuring achievement of quality, time and cost objectives of raw material management

Modules:

Foundations of Analytics

- ▶ Statistical Tools in Excel
- ▶ Introduction to Data structures and analytics

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

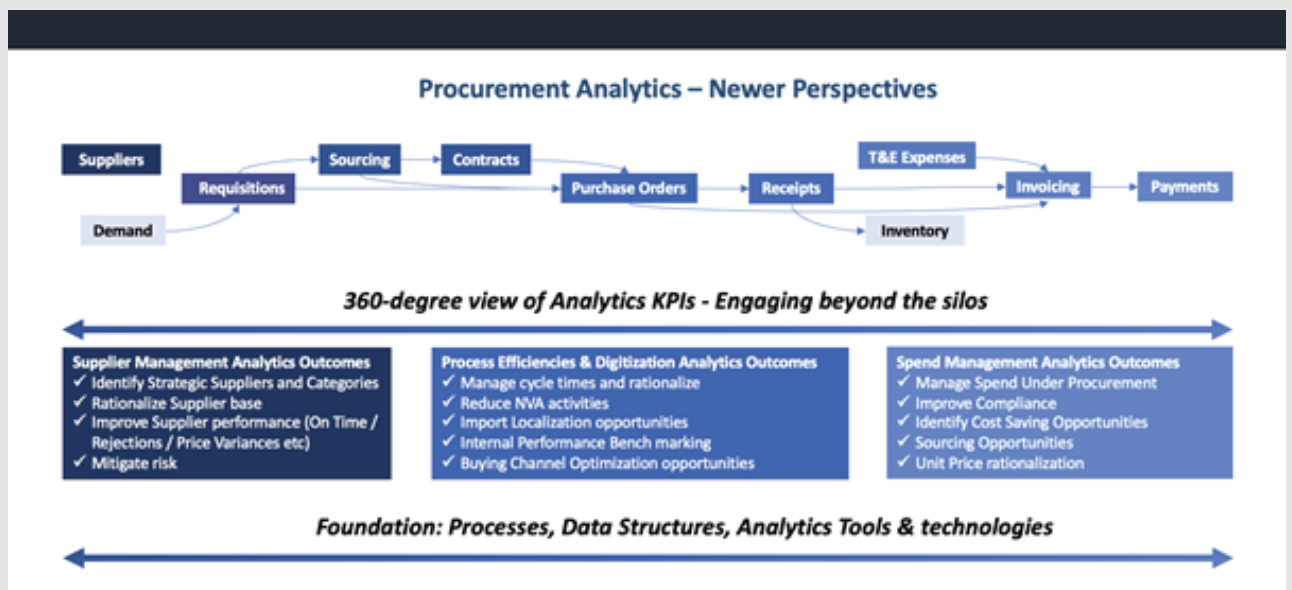
Spend Management Analytics

- Spend Under Management Models ➤ Direct / Indirect Spend
- Purchase Order Spe ➤ 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 hands-on practice on Excel

- The LIVE-ONLINE SESSIONS will be conducted through ZOOM Platform



- The details of the participation link will be shared to registered emails two-days prior to the program

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

For Registration Click Here >> <https://forms.gle/dmr3QhbiCnsJp9Pv7>

Contact Details:

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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.

ABOUT IIMM

Indian Institute of Materials Management is the premier professional Institute of Materials Management in India. Our mission is to ""promote professional excellence in materials management towards national prosperity through sustainable development"" through its national network of 52 branches and 19 chapters spread over the length and breadth of the country. IIMM is dedicated to the professional activities including Executive Development Programmes, Seminars, Workshops, In-house Training Programmes and consultancy. IIMM is a Charter Member of International Federation of Purchasing and Supply Management (IFPSM), having its registered office at Bristol, UK which has 43 country association as its members.