



PROCUREMENT MASTERCLASS

Generating Value from Procurement

Participants will develop a comprehensive understanding of the various components required for effective procurement. They will be discussed in the context of the procurement environment and its demands

Johannesburg, South Africa
10-14 March 2014

Dubai, UAE
14-19 April 2014



InterAfrica Group
Consulting • Research • Training • Conferences

OVERVIEW

Procurement Management has today become a strategic imperative and a value adding function for organisations in the private and public sectors.

Contemporary buying methodologies are consistently delivering measurable value to organizations throughout the world adopting a professional and disciplined approach to the active management of their procurements.

This programme will cover in depth the procurement process in its entirety, including concepts, principles and ethics, pricing methods, awards, and all phases of contract administration.

It will include development of bids and requests for proposals, evaluation of responses, and the capabilities and use of various types of contracts and pricing mechanisms.

It will address outsourcing (including market investigation, key risks, requirements definition and evaluations using performance based service agreements), negotiation, and development and use of contract information systems.

The emphasis is on a practical easy-to-follow approach rather than a rigorous theoretical dissertation on the subject of procurement. It is designed to provide an overall understanding of procurement management from the point of view of the buyer

Each session covers an aspect of active procurement management in detail and introduces the participant to the various practical tools that are available while managing a supplier relationship.

Through a critical linkage of leading-edge concepts and best practices, participants will acquire the knowledge & skills to effectively manage the procurement function in a more strategic manner

Programme Objectives

- To provide participants with the necessary knowledge and skills to effectively and efficiently manage company and project procurement management functions.
- To demonstrate how to develop a framework for procurement, contract planning and risk management
- To demonstrate how to control the procurement outcomes from the planning stage through to implementation
- To provide delegates with a theoretical and practical introduction to the structures and processes necessary for any organisation to achieve an effective procurement Management

Who should attend:

- This essential programme is aimed at directors, senior managers, project managers, contract managers and other professionals interested in achieving more effective management of contracts and risk at organisational or business unit level
- Procurement Directors, Managers and Officers
- Project Managers and Contract Officers
- Supply and Finance Directors and Managers
- Any project stakeholder with an interest in maximising the chances of procurement and project success

PROGRAMME OUTLINE

- BUILDING AN EFFICIENT PROCUREMENT SYSTEM AS A FOUNDATION
- THE CONCEPT OF STRATEGIC & OPERATIONAL PROCUREMENT MANAGEMENT
- LEGAL FRAMEWORK & PRINCIPLES OF PROCUREMENT
- DEVELOPING AND MANAGING REQUESTS FOR PROPOSALS
- FRAMEWORK FOR PROCUREMENT, SUPPLIER AND CONTRACT RISK ASSESSMENT & MANAGEMENT
- DEVELOPING & MANAGING SERVICE LEVEL AGREEMENTS
- DEVELOPING SCENARIOS: CAPITALIZING ON UNCERTAINTY
- NEGOTIATION & RESOLUTION OF DISPUTES
- MONITORING & EVALUATING SUPPLIER PERFORMANCE
- DEVELOPING ALTERNATIVE PROCUREMENT METHODS

FACULTY

The programme is delivered by a diverse and talented team of senior faculty in Procurement, Contract & Project Management, Law, risk management and other disciplines. All of our faculty are active professionals and consultants, who are able to bridge theory and practice.

About InterAfrica Group

The InterAfrica Group specializes in helping private and public sector organisations measurably improve individual and organizational performance

Our comprehensive approach to helping organisations achieve results integrates consulting, research, strategic communication and affiliate capabilities with training and conferences to help you identify, address and measure all of the influences within your organisation that impact your success.

Our vision is to motivate people to deliver great service and achieve great results through organisational effectiveness and corporate culture

Our goal is to help you develop employees at all levels who demonstrate accountability and responsibility, and have an unequalled proficiency in working together to achieve organisational goals and objectives.

THE PROCUREMENT MASTERCLASS

REGISTRATION

To participate in this programme, kindly complete the registration and send to:

Programme Manager
InterAfrica Group

Please make copies of this form for additional delegates

Title(Mr,Ms,Mrs, Dr,etc).....**First Name**.....

Surname.....**Position/Job Title**.....

Organisation.....

Address.....

City.....**Postcode**.....**Country**.....

Telephone.....**Fax**.....

Cell No.....**e-mail**.....

A receipt and joining instructions will be sent to you acknowledging registration details.

PARTICIPATION FEE: US\$1,995.00 per participant

This covers:

- Participation in the programme
- All documents, instruction and written materials
- Lunch & Refreshments

Hotel Accommodation

Fees do not include hotel accommodations, airline tickets etc, For assistance, kindly contact the programme director for a list of hotels.

PAYMENT: By Bank Transfer

BANK DETAILS

Bank:	First National Bank
Branch:	Western Gauteng IBC
Address:	Cnr. Main Avenue & Republic Road, Randburg, 2194 Republic of South Africa
Account Number:	0158194
Branch Code:	201-219
Swift:	FIRNZAJJ
Account Name:	InterAfrica Consulting

For further information, kindly contact:

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