



Client's Views

"I got the feedback from Mr. Zohaib Abrar, one of my organization's nominees at your recently concluded course at PSTD on **Smart Purchasing**. Mr. Zohaib said to me that he had never learnt so much about purchasing as he could during those two days. That's a wonderful endorsement of what you did and what your organization stands for". **CEO, Algorithm Consulting (Pvt) Limited.**

Please email to atyourservice@shahzadtc.com for nomination and payment details

Shahzad Training & Consulting International (STCI)

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Language: English

Duration: 1 ½ - 1 ¾ Days

Target Audience: Purchasing Managers and Buyers

Supply Chain Management

Smart Supply Chain:

A smart supply chain setup is one that increases Sales and Reduces Inventory and System Cost. This requires an in-depth business analysis and a corresponding organization.

Components of Smart Supply Chain:

Supply chain has a wide scope; from determining the market demand to physical delivery of the product to the shelf.

1. Supply Chain Analysis & Setup
2. Supply Chain Organization
3. Integrated Planning
4. Demand Planning
5. Supply Planning
6. Logistics, Warehousing and Order, Shipping, and Billing (OSB)
7. Purchasing

Smart Purchasing Skills Training

Training Objectives:

- To develop a smart purchasing **strategy**, taking into account the value of the purchased item and its importance
- To understand the **smart purchasing core process**
- To learn techniques to determine importance of purchased items using **ABC (Pareto) Analysis**
- To introduce **strategic supply positioning** concepts
- To introduce application of **SWOT analysis** to purchasing
- To introduce **TOWS analysis** for identifying the strategic options
- To prepare a **Strategic Material Review**

Training Uniqueness:

- **Practicality:** Focus on practical application of theory with real life examples from global companies
- **Monitoring:** Monthly updates on new concepts and quarterly monitoring of concepts implementation
- **Knowledge Management:** Extremely practical formats provided for use such as ABC Analysis Tools, Demand Planner, Supply Planner
- **Commitment Building:** Smart Purchasing Strategy Champions identified and recognized! Best Group Contest, Implementation Contest

Trainer

Ahsan S. Razzaq, Managing Director STCI, possess over 23 years of work experience in Supply Chain Management from companies like Procter & Gamble, Henkel, and Olayan Group in Pakistan and GCC. During his tenure at Olayan Group, his responsibilities included providing supply chain operational excellence support, centrally purchasing commonly purchased non-productive items, dealing with key customers for FMCG sectors and supporting implementation of Quality, Health & Safety and Environment (QHSE) management systems for all Olayan group operating companies. Prior to joining Olayan, Ahsan held the following positions of Planning & Purchasing Director, Riyadh, Saudi Arabia, for Henkel Saudi Arabia, and several supply chain position with Procter & Gamble (P&G) in Pakistan and Saudi Arabia. Ahsan studied Mechanical Engineering at Kansas State University, Kansas, USA and completed his Bachelor's Degree in 1992 and Master's degree in 1993. Ahsan is also certified auditor for Quality Management System (ISO 9001), Occupational Health & Safety Management System (ISO 18001) and Environmental Management System (ISO 14001).