

Procurement and Purchasing Management

Sering istilah procurement, purchasing, sourcing dan beberapa istilah lainnya digunakan saling tertukar. Apakah definisi istilah istilah tersebut? Apa hubungannya satu sama lain? Apa saja sub proses di bawahnya? Bagaimana best practice setiap proses tersebut?

Training ini akan mengajak peserta untuk memahami proses Procurement yang membawahi proses sourcing, purchasing, dsb. Peserta juga akan diajak mereview implementasi proses tsb di perusahaan masing-masing dan membandingkan dengan best practice.

Sasaran Belajar

- Memahami konsep, definisi, dan lingkup proses procurement secara keseluruhan
- Memahami berbagai proses di dalam procurement seperti category strategy, sourcing, purchasing, supplier relationship management, performance management serta sub proses di bawahnya.
- Memahami berbagai aktivitas penting dalam procurement seperti cost saving, negotiation, dan contract management.

Siapa Yang Harus Hadir

- Para buyer atau purchaser dan praktisi Procurement dan SCM level menengah dan atas.

COURSE OUTLINE

1. Memahami procurement process:
 - a. Category strategy
 - b. Sourcing
 - c. Purchasing
 - d. Supplier relationship management (SRM)
 - e. Performance management: KPI
 - f. Strategic vs operational
2. Category strategy dan Sourcing:
 - a. Profiling Kategori: Spend analysis, Supplier research & Market analysis, Need analysis, Latihan
 - b. Memilih Strategi Sourcing: Supply Positioning Matrix/ Kraljic Matrix, Sourcing strategies, Latihan
3. Purchasing:
 - a. Siklus purchasing : PR →PO→monitoring delivery & payment
 - b. Isu seputar purchasing
4. Supplier relationship management (SRM)
 - a. Supplier stratification
 - b. SRM Governance
 - c. Performance management
 - d. Supplier development
5. Performance management
 - a. Persyaratan KPI
 - b. Contoh KPI
6. Beberapa aktivitas penting dalam procurement:
 - a. Cost saving:
 - Reporting: Cost reduction & cost avoidance
 - Best price, cost break down, TCO (Total Cost of Ownership)
 - Cost saving item di kuadran Kraljic Matrix

- b. Negotiation
 - Strategi: win-win, win-lose
 - Persiapan: data dan taktik
 - 3 positions, BATNA, ZOPA
- c. Contract management
 - Contract types
 - Factors in Contract Type Selection

Metode pelatihan

Training akan difasilitasi oleh instruktur yang tersertifikasi oleh lembaga internasional dan mempunyai pengalaman praktis sebagai profesional procurement dan SCM , dengan pendekatan penerapan, interaktif, sharing pengalaman, latihan, dan membuat rencana implementasi strategic sourcing di perusahaan masing-masing.

Workshop Fasilitator:

Rahmat Noviandi, MBA, CSCP, CPP, CPPM

- **Formal Education:** S1(Bachelor Degree): Industrial Engineering from ITB, S2 (Master Degree): MBA from UGM,
- **Professional certification:** CSCP (Certified Supply Chain Professional) from APICS-USA, Certified APICS trainer, CPP (Certified Purchasing Professional) and CPPM (Certified Professional Purchasing Manager) from American Purchasing Society (APS-USA). Certified QMS Auditor/Lead Auditor from IRCA. Participated in some training in domestic and foreign countries.
- **Association membership:** founder & chairman of Indonesian Procurement Society, member of APICS (Association for Logistics, Operation Mgmt and SCM), member of APS (American Purchasing Society)
- **Job experience:** in Procurement Management and SCM area in some MNC companies: Energy (Wartsila Indonesia), FMCG (PZ Cusson, SC Johnson Bayer (JHHP)), Pharmaceutical Distribution Companies (Dexa Medica Group, Pharmaniaga Malaysia Group), Electronic Manufacturing (Sanken Indonesia).
- **Trainer & consultan experience:** PT Telkom, Astra Group, Triputra Group, Sucofindo, Toyota, Yamaha, Kementrian Keuangan RI, Sekjen DPR RI, Datascrip, Rekin, Trans 7, Bank Indonesia, Bank OCBC NISP, Bank Permata, Bio Farma, K24, Dll, **blog:** www.rahmatnoviandi.blogspot.com
- **Areas of Expertise:** SCM, Purchasing & Procurement Management, Transportation, Distribution, Export Import, Project Procurement & Project Logistics, QHSE
- **Other interest:** making cartoon: www.joelmba.blogspot.com ,
- Contact: HP: 0811 893 271, rahmatnoviandi@gmail.com,