



GET READY TO LEARN
THE BIG

Interactive training for anyone
involved in the supply chain

ACCREDITED AT LEVEL 5 BY THE INSTITUTE
OF SUPPLY CHAIN MANAGEMENT

5

Get With The Programme

SUPPLY CHAIN AND PROCUREMENT TRAINING

Explore the trends shaping your industry and **The Big 5** ways you can modernise your procurement and supply chain functions.

“Make your short term tactics part of your long term strategic wins”



KEEPING IT SIMPLE

Andy and his team will show you how to simplify and optimise business practices with training tailored to your specific needs. The style, pace and emphasis of each programme will change to suit local culture.



A COURSE FOR EVERYONE

- Our three day Procurement into the Future course is Accredited by The Institute of Supply Chain Management – Level 5.
- A one day course is also available.



Now I get it! Really enjoyed the course, extremely relevant to me and my position

Carl Russo, Purchasing Manager, Flavour Makers



“

Loved the simplicity of the tools and associated practical exercises ”

Peter Forbes,
McCormick Foods



OUR BIG 5 COURSE OBJECTIVES

Modern-day strategic procurement begins with correct category management. We'll help you adopt the tools and techniques you need to save time and money and stay competitive in today's challenging marketplace.

- 1** **Define Objective: get a bird's eye view of your business**

Assess your categories and spend breakdown
Identify their value to your business using a simple tool
Easily assess the risks and opportunities involved
- 2** **Supply Analysis: understand your suppliers and their costs**

Unbundle the supply chain into its component parts
Break down the cost elements impacting final cost
Build cost bars, interpret data and identify opportunities
- 3** **Strategy Development: simplify and optimise your approach**

Build your category plan and supply strategy using a simple tool
Determine the type and potential suppliers you need
Evaluate your position in the market and value to the supplier through our preferencing tool
- 4** **Implementation: boost your power at the bargaining table**

Gain the advantage by preparing for negotiations
Seal the deal using the best tools and techniques
- 5** **Continuous Improvement: create a culture of ongoing change**

Proactively performance manage for business success
Get help to harness the power of KPIs



The course has transformed the working of my department
Bryan Magugat, Ramcar Food Group



COST



SUPPLY



QUALITY



INNOVATION



**BUSINESS
ENABLERS**

PARTICIPANTS WILL BE EQUIPPED TO:

- Be aware and take a more disciplined and analytical approach to specifically target and focus on where the opportunities lie.
- Have the ability to use more than one approach and be focused on total cost.
- Adopt a structured approach when developing sourcing strategies, whilst understanding that these cannot be made in isolation, but regularly need cross functional cooperation.
- Prepare adequately for negotiations to give you that edge / advantage
- Look to create an environment for proactive and open dialogue in a structured business review whilst working within the values of your business.

TRAINING THE WORLD'S BEST ANDY SKOWRONSKI: OWNER, A&C ASSOCIATES

Andy is an industry adviser, coach and trainer with 25 years' food service and food manufacturing industry experience. He has lived and worked in 4 regions; Europe, North America, Asia and the Gulf, working with diverse cultures and working methodologies, Andy is supported by a team of experienced trainers and industry advisers operating across the globe.

Changing Mindsets Changing Fortunes

Our methodology helped four A&C clients make a combined saving of £50 million within 12 months. Let us help your business reap similar rewards.



Call +44 (0) 191 3843438 to find out how we can simplify your business and boost profitability.

“ Love you guys! Great Job! Looking forward to recommending you to other businesses. ”

Rodolph Njeim, CFO, Eathos



شاورمر
shawarmer®





UK Office

Telephone: +44 (0)191 384 3438 | **Email:** cwoods@ancassociates.com

Address: Suite 16, Whitfield House, St. John's Road, Durham, DH7 8XL

Manila Office

Email: gestabillo@ancassociates.com

Address: 5th floor, V-Corporate Center, Leviste Street,
Legaspi Village, Makati City, Manila, Philippines

www.ancassociates.com