



**Indian Institute of Materials Management**

**Chennai Branch**

**announces One day Executive Development program on**

**Sourcing and Supplier Development**

**on 11th October 2019 - Friday**



**Venue**

**IIMM V Hariharan Hall, Chennai**

*Organized by*

**INDIAN INSTITUTE OF MATERIALS MANAGEMENT**

4th Floor, "Chateau D Ampa", 110, New No: 37, Nelson Manickam Road,  
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**Charter member - IFPSM, UK**  
**The International Federation of Purchasing and Supply Management**

## Need for Sourcing and Supplier Development

Organizations work towards ensuring their ultimate goal of profit generation. External organizations like suppliers play a key role in this process. The need to ensure supply within targeted cost plans and to meet quality and delivery requirements is vital for meeting profit objective. In fact, the processes start with make or buy decisions and identifying suppliers and their engagement plans based on supply strategies. Supplier performance in terms of rating them and developing them to meet buying organization alone can ensure that there is no gap between expected performance and what vendors actually contribute, in terms of supplies

### Key knowledge required in Source development for SCM Professionals

- ✓ Primary and supportive objectives of supply chain
- ✓ Make or buy decisions
- ✓ Spend Analysis
- ✓ Supply market positioning
- ✓ Strategic sourcing
- ✓ Vendor rating
- ✓ Performance gap analysis
- ✓ Long term partnership with suppliers – Alignment

### Industry segments addressed

Manufacturing, process, service and retails industries requiring cost management support are mainly focused. However, even pure service industries such as hospitals, hotels, educational institutions and general service providers can also benefit from this program

### Who Can Benefit

For senior and middle managers in source development, purchasing, Engineering, Costing, Finance, Marketing, Entrepreneurs from MSME

### Faculty

The program will be designed and facilitated by a panel of subject matter experts from IIMM Chennai, having depth experience and expertise. The key interactions will be facilitated by **Mr N Swayambhu** –Immediate past Chairman of IIMM Chennai who has more than 3 decades of experience working in Sourcing and Supplier Development areas in Corporate companies.

## Learning process in the program

In business operations, value addition holds the key to profit generation. To enable this, modern supply chain managers focus their materials procurement effort by continuously developing external vendors, while ensuring that make or buy decisions are continuously evaluated. The learning modules of the program ensure the development of both internal capabilities of manufacturing etc as well as bringing in external supply partners to enable that the cost of operations is minimized to meet the revenue and the profit generation objectives. This program will lead to learning the sources development process from the state of make or buy decision and proceeding with the organized steps in developing sources of supply. Concepts like strategic sourcing and vendor performance monitoring will be the key topics for interaction.

## Program modules

- ✓ The following session structure is envisaged
- ✓ Introduction to supply chain and sourcing needs
- ✓ Make or buy decision and spend analysis
- ✓ Supply market positioning and strategic sourcing
- ✓ Vendor performance, gap analysis and vendor rating
- ✓ Alignment of buyer – Seller relationship – supplier Relationship

## Methodology

The programme would be conducted in line with IIMM standards, covering in-depth concepts, brainstorming, quiz, case study, exercises and interactive sessions.

## Program Coordinator

The program would be designed and coordinated by **Mr. N Swayambhu**, Immediate past Chairman and Coordinator - Executive programs, IIMM Chennai

## Registration

Please mail your nomination (s) along with participation fees through Cheque/DD in favour of **Indian Institute of Materials Management**, payable at Chennai. Nomination (s) along with payment should reach IIMM office on or before **9th October 2019**

## Schedule and Fees

9.00 a.m to 5.30 pm. Lunch and refreshments will be provided.

Participation fees will be **Rs. 4,000/- per participant for IIMM Members and & Rs. 4,500/- for others.** GST @ 18% will be applicable.

Payment can also be made through NEFT transfer.

Beneficiary Name:

**INDIAN INSTITUTE OF MATERIALS MANAGEMENT**

Bank Name: STATE BANK OF INDIA

Branch Address: Nelson Manickam Road, (Branch code: 011606)

Account type: Current account

Account No.: **10144205193**

IFSC Code: **SBI N 0011606**

Permanent Account Number (PAN): **AAAAI0056P**

Our GST - **33AAAAI0056P3ZO**

**10% Discount for 3 or more persons from single organization**

## About IIMM

Indian Institute of Materials Management (IIMM) through its wide network of 52 branches and 20 chapters spread all over the country and with more than 10000 members, represents a wide spectrum of professionals engaged in the various facets of Materials Management, responsible for planning, sourcing, control and distribution of materials. IIMM through its various training and educational courses is striving to equip the Materials professionals with the latest tools and techniques needed to develop innovative

***Come and Join as a Member of IIMM***

### Benefits to Member

- ✧ Every month complimentary lecture programs
- ✧ Complimentary copy of Materials Management Review magazine every month
- ✧ 12 Complimentary Video discussions in a year
- ✧ Discounted fee on all IIMM training programs
- ✧ Professional network with fellow members and SCM fraternity

**For more details contact IIMM Chennai**  
**for membership queries [admin@iimmchennai.org](mailto:admin@iimmchennai.org)**

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