



Hong-Kong International Conference - Advanced Procurement and Managing Suppliers

PIK651-0425 HKG-1



Place: HONG-KONG

Venue: Hong Kong Convention and Exhibition Centre, Hong Kong Island, HONG-KONG (TBC)

Start Date: 02-04-2025

End Date: 05-04-2025

PPP: £1850



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**If you can't train them,
you can't blame them!**

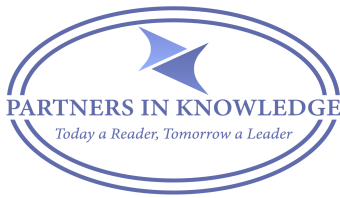
Short Description:

CONFERENCE OVERVIEW The Hong Kong International Conference on Advanced Procurement and Managing Suppliers offers a pivotal opportunity for procurement professionals to enhance their strategic capabilities. This conference is designed to address the complexities of supplier management and strategic sourcing, providing attendees with insights into the latest trends and best practices in procurement processes. By focusing on advanced methodologies, participants will gain a comprehensive understanding of how to navigate challenges in supplier relationships and leverage these partnerships for organizational success. Moreover, the conference serves as a platform for knowledge sharing and networking among industry experts and peers. Engaging discussions and workshops will facilitate a deeper exploration of innovative procurement strategies, equipping professionals with the tools necessary to implement effective supplier management practices. Ultimately, this event aims to empower procurement professionals to achieve greater operational efficiency, reduce costs, and drive value within their organizations through enhanced supplier collaboration and strategic sourcing initiatives.

Course Overview:

CONFERENCE OBJECTIVES

- Plan and conduct a procurement activity effectively.
- Select suppliers using appropriate evaluation methods and criteria.
- Measure and assess supplier performance.
- Identify strategies to enhance procurement effectiveness and efficiency.
- Develop a sourcing strategy that delivers tangible benefits.
- Review and refine critical supply strategies.
- Implement strategic sourcing approaches to maximize total cost savings and prioritise opportunities for



cost savings.

ATTENDEES

- Purchasing executives and senior managers in supply chain management, logistics, and inventory planning and control.
- General managers seeking to understand the procurement function.
- Project managers and those engaged in project management and operations.
- Individuals responsible for developing, managing, or working within budget and cost constraints.
- Professionals with an interest in strategic planning and cost management.
- Stakeholders involved in the planning and evaluation of purchasing activities.
- Those managing tenders and contracts related to the acquisition of materials, equipment, and services.

Program Outline:

CONFERENCE SCHEDULE

DAY 1: Understanding Procurement Principles

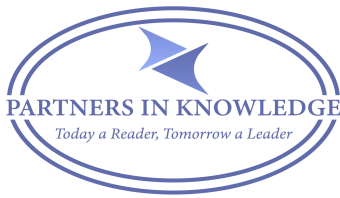
1. Distinction between procurement and purchasing activities.
2. Identifying the objectives of procurement.
3. The significance of procurement's role.
4. Aligning procurement with business strategic goals.
5. Creating a procurement strategy.

DAY 2: The Procurement Workflow

1. Essential roles and responsibilities.
2. Establishing commodity teams.
3. Organising procurement activities.
4. Crafting the procurement policy.
5. Designing the supplier selection process.

DAY 3: Supplier Relationship Management (SRM)

1. Overview of SRM principles.



2. The value of the buyer/supplier partnership.
3. Formulating the SRM strategy.
4. Fostering collaboration and teamwork.
5. Inspiring suppliers and promoting continuous improvement.

DAY 4: Oversight and Management of Supplier Contracts

1. Overseeing contracts and establishing expectations.
2. The significance of setting appropriate baselines.
3. Performing supplier evaluations based on performance metrics.
4. Addressing issues with underperforming suppliers.
5. Managing breaches and resolving disputes.