

ONE DAY PRACTITIONER MASTERING WORKSHOP

- OBJECTIVES

- VALUE AND IMPACT

- EXCLUSIVITY

- VENUE

- REGISTRATION

You depend on your Supply Base to contribute to your enterprise Success. Just how knowledgeable and integrated are they about your Vision, Mission and Plan. Often referred to as the “Hidden Factory” you need to optimize and leverage this powerful resource.

OBJECTIVES

During this workshop we will show you some proven tools that will assist you in reducing your procurement costs. Through these methodologies you will be able to increase the engagement and involvement of your supply base to rapidly increase your competitive stance in the marketplace.

- Identify and Reduce your internal overhead costs related to Procurement.
- How to accelerate your innovation application integration into your products and service by leveraging your suppliers.
- How to consolidate your Supply Base Quickly and effectively.
- Reduce your investment in Inventory without changing much.
- How to leverage your Supply Base as an extended Network and Partner.

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VALUE AND IMPACT

Customers reflect the success of your organization. Do you have Vendors or Suppliers? Vendors are the folks that sit on street corners selling their wares while suppliers should have an ongoing collaborative relationship with your company. Suppliers are the life-blood of your organization and are part of your value proposition so it just makes sense to include them in your excellence journey.

This hands-on workshop will take you through some of the basic and advanced Supplier Collaboration Tools. These are proven templates and models that help deliver cash and innovation from within your own supply base.

It can cost between 100-200 hundred thousand dollars to identify, develop and integrate a supplier into your organization. Selecting the right supplier goes beyond the product and service they can provide but also do they have a complementary attitude and culture to support your journey. An easy and handy **Supplier Pre-Assessment** tool will help you define if you develop a good working relationship with a potential supplier in advance of cutting the first purchase order.

Total Cost of Procurement (TCOP) is quantitative and qualitative tool that measures the value your supplier delivers to your organization. Once implemented this tool becomes an excellent agenda for collaborative continuous improvement initiatives with your supplier.

Supplier Self Certification Program (SSCP)... we all know that inspection is one of the largest non-value added activities that hinders flow within our organizations. Employing the tool of a supplier Certification program keeps both organizations aligned and focused on consistent delivery practices.

Supplier Technology Exchange Program (STEP), it is bad enough that in many organizations we still operate with a silo mentality ... even worse if you treat your suppliers the same. The use of the STEP program with your supply base allows you to identify emerging technologies that can be incorporated into future designs. This can accelerate innovation and sustain market leadership.

Commodity Management, is an opportunity as a pre-cursor or collaborative venture to get your suppliers closer to your customer demand. It can easily make your organization more agile and reduce both operating and inventory costs. In essence, learn to trust your suppliers to place purchase orders on themselves.

Supplier Networking ... just as you are on the pursuit of excellence so probably are your suppliers. Why not bring your supplier together as a consortium and work on the path of excellence together. We will show you how to create and manage your own supplier **Consortium** for maximum results.

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EXCLUSIVITY

Since this session is very intense, we are intentionally keeping the group small. We need to be able to provide you the maximum time of exposure.

We don't know your competitor but you do ... different with this course is that as a potential attendee, we will inform you in advance what other companies will be attending the training session ... if you see a competitor or potential competitor the first registered company will be the only company allowed to attend or participate in this particular session. **Dress Code** is Business Casual.

REGISTRATION

Tuition Fee:

\$2,100.00 plus applicable taxes

Cancellation Policy:

Prepaid registration fees will be refunded (less \$200 administrative charge) up to 5 days prior to the event. Substitutions may be made any time prior to the start of the event. Registration must be paid in advance either by cheque or appropriate credit card information.

VENUE

The training session will be hosted at Niagara On The Lake, in Southern Ontario, with easy access from either the Toronto Ontario or Buffalo New York Airports.

For information about the region visit: www.niagaraonthelake.com

Your registration fee includes a delightful breakfast and lunch.

Schedule:

Sessions will be delivered the second week of every month based on demand. Please indicate in preference (1,2,3) which month fits your schedule to receive the training. According to your response, we will supply you with a specific date and location subject to your confirmation.

January	February	March	April	May	June
July	August	September	October	November	December

Name:	Title:
Company:	
Mailing Address:	City:
	Province / State:
	Postal Code / Zip:
Phone:	Fax:
E-mail:	

Payment:

☐	Cheque enclosed
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☐	Visa
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☐	Master Card
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☐	American Express
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Account Number: _____ Expiry Date (month/year): _____

Signature* (required): _____

* If paying by credit card, by providing a signature the signee agrees that the credit card will be charged the entire enrolment fee, regardless of whether the registered party attends the event.

How to Register:

SEND THIS FORM AND PAYMENT TO:
Kunst Solutions Corp.
 2080 Beaverdale Road
 Cambridge, Ontario,
 N3H 4R7 Canada

OR

REGISTER VIA:
 PHONE: 519 651 2341
 Fax: 519 651 2502