



Procurement & Supply Chain Operations

## Vendor Cost Reduction

## Course Introduction

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The success and future of every company depends on how well costs are managed and controlled. While the cost of running business is increasing automatically, the ability to contain reduce cost in the procurement and supply chain industry is essential. Business survival, therefore, requires vendors' commitment to cost control and creation of cost-conscious culture. This course is designed to provide participants with cost cutting concepts and strategies to consider awareness, process efficiency and other strategic cost management approaches even as stiff to reduce operation/project costs is pursued.

## Target Audience

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- Procurement Manager / Supervisor
- Procurement officer / assistant
- Purchase officer
- Vendor manager
- Supplier relationship officer
- Purchase coordinator
- International Buyer
- Category purchasing manager
- Supply chain officer- Procurements
- Logistics Professionals
- Distribution Managers
- Working in this field
- These who wants to start a career in this field

## Learning Objectives

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- Gain a comprehensive understanding of the actual requirements of why a service or product is being procured
- Discuss the rationale required for a cost reduction strategy
- Understand the need for change to more strategic and innovative approaches for vendors.
- Implement strategies to work with the supply chain to reduce costs in a pragmatic way
- Apply negotiating strategies and develop a win-win situation

## Course Outline

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- **Day 01**

- DETERMINING THE NEEDS TO DEVELOP A SUSTAINABLE COST REDUCTION PROGRAM**

- Defining the Procurement Strategy
    - Understand the real needs of the organization
    - Analysing and managing key stakeholders
    - Determine the risks involved
    - Conducting an internal spend analysis
    - Identification of a long-term cost reduction strategy

- **Day 02**

- MANAGEMENT TOOLS AND TECHNIQUES TO DETERMINE COST REDUCTION**

- Procurement analysis tools and techniques
    - Strategic cost management
    - Principles of cost and value management
    - Understanding the principles Total Cost of Ownership
    - Benchmarking and developing 'should cost'

- Cost modelling / bottom up costing
- **Day 03**

#### DEVELOPMENT AND COLLABORATION

- Creating a vision that is viable and sustainable
- Introducing clear and measurable cost reduction targets
- Developing inventive programmes between client and vendors
- Negotiation strategies for a win-win relationship
- Renegotiating and changing existing supply contracts
- Monitoring performance and rewarding excellence

## Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
June 23, 2025	June 25, 2025	3 days	3250.00 \$	UAE - Dubai
July 28, 2025	July 30, 2025	3 days	3950.00 \$	England - London
Sept. 16, 2025	Sept. 18, 2025	3 days	1550.00 \$	Virtual - Online
Dec. 21, 2025	Dec. 23, 2025	3 days	3250.00 \$	KSA - Riyadh