

SUPPLIER RELATIONSHIP MANAGEMENT

Supplier Segmentation Workshop

A 1-day or 2-day facilitated workshop to identify the suppliers that are important in some way, and what makes them important, and to identify and prioritize the specific interventions we need to secure the optimum value from our supply base. Designed to maximize the impact by utilizing the knowledge and insight of key individuals within the company with experience of key suppliers, this workshop provides a guided journey to structuring SRM and creating a new strategic roadmap for the short to medium term.

The workshop is designed to be run with up to 16 of your most senior or experienced individuals equipped with, if possible, any spend data and supplier data you might have together with a knowledge of what the company is trying to achieve. The workshop takes the team through a carefully facilitated process that applies a series of 'passes' to determine the important suppliers from different perspectives. Using our multi-dimensional category segmentation and supplier intervention mapping, important suppliers are systematically evaluated to determine and agree those we need to be working with and precisely what we should be doing to secure the greatest value from them. Finally, we identify the priorities for action and agree a short to medium term roadmap.

The supplier segmentation workshop can deliver exceptional results and provide impactful strategic direction and planning in just one or two days. With the right people assembled and some good basic data, this single workshop can achieve the segmentation of the entire supply base and provide the basis to better manage supplier intervention. Supplier segmentation is typically deployed as part of a wider governance approach. Workshop duration as agreed and according to specific objectives or scale of work involved.

This workshop is suitable for:

- CPOs and senior teams attempting to identify supply base segmentation and priorities
- Experienced procurement practitioners with knowledge of the organization, current categories of spend and key suppliers

You may also be interested in:

- **Governance** – realize game changing benefits in your organization by making SRM 'the way we manage our suppliers'. We can help drive in the governance framework necessary to make SRM a highly successful contributor to business success that unlocks significant value in the supply base. We will work with your senior team to implement approaches around supply base segmentation and prioritisation, supplier project planning and reviews, benefits tracking, capability development and internal communications. We can also help drive in joint working with the critical few strategic suppliers who can make a dramatic difference to your business.
- **Procleus**[®] – The complete online strategic procurement academy, toolkit and resource centre for purchasing professionals. Our unique Procleus digital platform enables global procurement teams to deliver remarkable benefits and unlock significant potential from the supply base. Featuring an extensive library of digital learning modules, individual competency assessment and managed learning programs alongside the complete suite of processes, tools, templates and resources for procurement and negotiation.
- **Supplier Relationship Management** by Jonathan O'Brien – The complete handbook of SRM based around 'The Orchestra of SRM' concept. Contains practical tools and approaches to make SRM a reality in any organization and unlock value from the supply base.

We charge per event based on a maximum of 20 delegates. Our fees include trainers, travel time (within the EU or US), preparation, basic customization and standard course hand-outs but exclude venue and facilities hire, reasonable expenses and VAT/sales tax where applicable. Certain locations are subject to fees for additional travel time (although our global network of staff means we have most major locations covered). Unless otherwise agreed, all intellectual property used in training or in hand-outs remains the property of Positive Purchasing Ltd and is provided on the basis that it is for use by the delegate who attends the training event in the course of their work for the company who engages us. Unless otherwise agreed, no electronic versions of the training materials will be provided. Making copies of, transmitting or distribution of any Positive Purchasing training materials is strictly forbidden unless we have provided a license to do so. The client is responsible for the provision of the training venue, delegate invitations, logistics and any equipment (as per our specification available upon request). We will supply a summary of course evaluations and feedback post event. Our payment terms are strictly 30 days from receipt of invoice.

Workshop Content

- Clarification of business mission, aims and objectives and how these translate to procurement
- Multi-pass entire supply base evaluation and 'importance shortlisting' using different lenses
- Supplier intervention mapping
- Prioritization of intervention actions and determination of short to medium term roadmap

Workshop Objectives and Deliverables

By the end of this workshop, key outputs will be:

- Determination of important suppliers (and reason for importance)
- Segmented supply base
- Short to medium term prioritized roadmap

What You Will Get

This workshop will be delivered by a senior experienced procurement expert with specialist capability in helping organizations determine procurement strategy and supply segmentation.

Delegates will receive:

- The outputs of sessions developed during the workshop
- Licensed copy of the supplier segmentation and opportunity analysis tool (license for the company to use ongoing but not to modify or sell on).