



Seminar on

Vendor Management

Selection, Evaluation & Supplier Relationship Management

Friday, December 8, 2017 • 9.30 a.m. to 5.00 p.m.

Venue : Torrent-AMA Management Centre, Core-AMA Management House,
AMA Complex, Dr. Vikram Sarabhai Marg, Ahmedabad 380 015

Managing vendors and achieve optimum results by applying proven tactics and tools of success. Learn the skills needed to effectively manage vendors. Integrated understanding of how vendors are chosen.

Procurement life cycle and its relationship to vendor management, Pillars of vendor management success, Importance of carefully exchanging commitments, Elements of contracts, Statements of work (SOWs), and service level agreements (SLAs), Variety, function, and components of vendor agreements, Change control procedures and governance practices, Negotiating techniques that support productive working relationships, Role and function of performance metrics, key performance indicators (KPIs), and vendor performance scorecards, Managing vendor relationships as the key to success.

Course Content

- **Functional Responsibilities of Buyers**

Improved Supplier Performance & Sourcing Excellence, Framework for Supply Strategy, Strategy for Routine items, Leverage items, Bottleneck items and Critical Items, Reverse Marketing: Know Your Suppliers (KYS), Supplier Relationship Management/ Managing Supplier Relationships.

- **Supplier Qualification Process**

Vendor Identification, Selection & Approval: assessing their capabilities, short-listing, placement of development order and approval of capable vendors

- **Vendor Quality Management:**

Analyzing and improving incoming quality - Process study and quality improvement of vendors - Self Certification/ Supplier Quality Assurance Programme.

- **Case Study**

- **Vendor Negotiations**

Preparation, Data Collection, Analyzing prices and costs - Setting targets and preparing strategy.

- **Continuous Supplier/ Vendor Development**

Vendor Improvement Programmes, extending technical and managerial assistance to upgrade the capability of the vendors in meeting the requirements relating to Quality, Cost and Delivery

- **Supplier Evaluation**

Vendor Assessment & Rating, Developing a Computerized Vendor Rating System & Vendor Performance Metrics & Score cards,

- **Strategic Alliances & Partnerships:**

Key Supplier Account Management, Vendor Certification, Vendor Integration: Case Study and Exercise, Measuring Supplier Satisfaction

Faculty:

Mr Ashok Sharma, Bachelor of Technology from the *Indian Institute of Technology (IIT, Delhi)* and MBA from the Faculty of Management Studies (FMS). He successfully completed specialized programmes at the *Wharton School of the University of Pennsylvania & the American Management Association, USA*. He has been a visiting faculty at several management institutes and has conducted over 1500 seminars.

He is a UN Certified and trained Trainer and has been practicing as a Management Consultant & Trainer for over a decade. He is the recipient of several awards. He has corporate experience of 35 years in senior positions as Vice President, Blue Star Ltd, Whole Time Director, Mather & Platt Ltd, Chief Operating Officer, TechNova Imaging Systems Ltd. & President, Pidilite Industries Limited,

He is Former President of Bombay Management Association (BMA), National President of Indian Institute of Materials Management & World President, International Federation of Purchasing & Materials Management, IFPMM (now headquartered at UK).

Fee:

Rs.1600/- per participant inclusive of GST. Concession for Member 10%, Patron Member 20%. Fee includes course fee, cost of reading material, lunch & refreshment. Cheque should be drawn in favour of "**Ahmedabad Management Association**".

Registration:

Please send your registration along with participation fee to:

Ahmedabad Management Association

AMA Complex, Dr. Vikram Sarabhai Marg, Vastrapur, Ahmedabad 380 015.

Mobile: 9537407187, 7069940917, 7203030990

Phone: 079-26308601-2-3-4-5 • E-mail: ama@amaIndia.org

Fax: 079-26305692 • Website: www.amaIndia.org

Android Mobile App: AMA-Ahmedabad amaIndia.org



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REGISTRATION FORM:

Please fill-in and return this form along with participation fee to:

Ahmedabad Management Association

ATIRA Campus, Dr. Vikram Sarabhai Marg, Ahmedabad 380 015.

Phone: 079-26308601-6 • **Mobile:** 9537407187, 7069940917

Fax: 079-26305692 • **E-mail:** ama@amaindia.org

Website: www.amaindia.org

Mobile App: AMA-Ahmedabad amaIndia.org

Cheque should be drawn in favour of
"Ahmedabad Management Association".

Name(s)	Designation:
1. _____	_____
2. _____	_____
Organization: _____	_____
GST No.: _____	AMA GST No.: 24AAATA 5881D1Z0
Address: _____	

Pin Code: _____	
Telephone(s): _____	Mobile: _____
E-mail: <input type="text"/>	<input type="text"/>