

# EFFECTIVE PROCUREMENT MANAGEMENT

## ABOUT THE PROGRAM

Procurement is the act of obtaining or buying goods and services. The process includes preparation and processing of a demand as well as the end receipt and approval of payment.

The process of procurement is often part of a company's strategy because the ability to purchase certain materials will determine if operations will continue. A business will not be able to survive if its price of procurement is more than the profit it makes on selling the actual product.

The effectiveness in Procurement has a significant impact on the success of any business. Today's competitive, risky and challenging supply chain environment not only requires a high performance excellence from all the employees in your facility. This one day Procurement Management training will help delegates understand ways to make the most of all of your basic resources.

**Date :** October 20, 2018 **Time :** 9:30am to 5:30pm

**Venue :** NRB Jobs Training **Fees :** BDT 4,000/- +VAT



## TRAINER

### Mohammad Arif Anwar

Deputy General Manager  
Head of Service Receiving Sourcing  
Grameenphone Limited

**Mohammad Arif Anwar** is an **MBA** (in Finance, from the University of Dhaka) and an **MCIPS** (Member of the Chartered Institute of Procurement and Supply) and **Diploma in SCM(P)**, ITC, Geneva.

Mr. Arif has proven track records in **Telecom Sourcing** areas since last **16+** years (including **6 years+** in **GP Sourcing**).

He has extensive experience of working in **Network Element Sourcing, Digital & Device Sourcing** along with other areas of sourcing like ISIT, Passive Element, Power, Commercial etc. Under Telenor Global Sourcing he worked in many **Global Projects and act as Commercial Lead and Negotiation Lead on behalf of Grameenphone.**

He is also experienced in the area of Vendor management, Vendor strategies, TCO Analysis, Negotiation Strategies, Contract Management, etc.

Before **GP**, he worked with the large multinationals like **Siemens Bangladesh Limited** and **Robi Axiata Limited** and local conglomerate like **GMG Airlines** in the area of Procurement, Contract Mgt. and Supply Chain Management.

Apart from his permanent job, he is a **regular trainer** in **DBI** (Dhaka Chamber of Commerce & Industries' Business Institute) for **IPSCM** (International Purchasing and Supply Chain) Diploma courses offered by ITC, WTO (UNCTAD) and a **Faculty of Finance** (for BBA courses) in **DBI** (DCCI Business Institute) as his part-time engagement.

He also has conducted the PGD Program in SCM in **Career Hubs**, Bangladesh.

#### Training Experience:

More than **8 (Eight)** Years Hands-on Professional Training (more than **150** Sessions) to **600+** Procurement and Supply Chain Professionals from diversified area of Business and Corporate bodies in the country.

## TOPICS WILL COVER

- **PURCHASE PLANNING**
- **STANDARDS DETERMINATION**
- **SPECIFICATIONS DEVELOPMENT**
- **SUPPLIER RESEARCH AND SELECTION**
- **VALUE ANALYSIS**
- **FINANCING**
- **PRICE NEGOTIATION**
- **MAKING THE PURCHASE**
- **SUPPLY CONTRACT ADMINISTRATION**
- **INVENTORY CONTROL AND STORES**
- **DISPOSALS AND OTHER RELATED FUNCTIONS**

#### FOLLOW-UP:

- Describe the key issues to be aware of once an agreement has been reached.
- Evaluate how effectively you have carried out a particular negotiation.

## PROGRAM BENEFITS

This one day program will help the delegates:

- To Improve their effectiveness in Procurement by understanding the key Procurement Processes and associated strategies and how to apply them in practice
- Understand how to make the most of your own natural negotiation style
- Develop the skills to influence people more effectively and to control over negotiation and purchase decision
- Gain the essential tools and knowledge on Contract Management, Supplier Performance Evaluation, Warehousing and Inventory Management etc.
- Enhance your ability to add value through the effective procurement in your organization
- Real-time Case-Studies in the relevant areas will help to relate the training courses in your respective functions!

## WHO SHOULD PARTICIPATE?

Sourcing and Procurement Personnel of the organization.