



**Indian Institute of Materials Management  
Bangalore Branch**

**Announces  
TWO DAY WORK SHOP ON  
PURCHASING MANAGEMENT & VENDOR MANAGED  
INVENTORY  
(Hybrid mode)**

**On 11<sup>th</sup> and 12<sup>th</sup> August 2023**



**Benchmark yourself with your colleagues in the industry/organizations**

**Venue: Hotel Paraag, (Adjacent to Capitol Hotel)  
Rajbhavan Road, Bangalore**

**For registration please click on the Link: <https://forms.gle/yRsyhamnXBy6eKkM7>**

**Organized by:**

**Indian Institute of Materials Management**

**304,306 and 307 'A' Wing, Mittal Towers, M.G. Road, Bangalore – 560 001, Mobile: 9972441466  
E-mail: [iimm@iimmbangalore.org](mailto:iimm@iimmbangalore.org); [nagaraj.sm@iimmbangalore.org](mailto:nagaraj.sm@iimmbangalore.org) Website: [www.iimmbangalore.org](http://www.iimmbangalore.org)**

## TWO-DAY WORK SHOP ON

### PURCHASING MANAGEMENT & VENDOR MANAGED INVENTORY

The Purchasing or procurement departments of most large- and small-scale companies as well as some government organizations, play critical role in their everyday operations. Many individuals, including some employees, are unaware of what the purchasing department performs, why it exists, or what it accomplishes. To obtain a better grasp of the purchasing department's role, consider some of the functions it does. The efficiency level of the functioning of the purchasing department has a direct bearing on the level of the company's profitability. Inventory Management is an important function in Supply Chain Management and effective management of Inventory will improve the competitiveness and profitability of the organization.

Sessions topics mainly covers on:

- Goals & challenges facing the procurement Professionals & the approach towards perfection in procurement
- Price analysis, how to reduce the cost of inventory, purchase & materials.
- Identifying the needs & Supply risk analysis
- Cost optimization (total cost of ownership & Continuous value improvement)
- Purchasing management, Tools & Techniques for purchasing, Vendor relationship development & strategic plan for purchasing, managing performance reviews of vendors & Negotiation skills.

### Objective

The Objective of the workshop is to provide contemporary state of the art inputs in the area of Purchasing / Procurement and Vendor Managed Inventory Management

- Systematic training and imparting working knowledge in the specified area.
- Cost Reduction and Cost-Effective Procurement
- Programmes structured to your specific requirement
- Case Study discussions on specific issues.

### Faculty

The faculty consists of IIMM senior faculty and who are specialists in concerned topics /Subjects and having rich Professional experience in various Industries and different sectors, who will make the process or understanding simple and easy.

### About IIMM

Indian Institute of Materials Management is the premier professional Institute of Materials Management in India. Our mission is to “promote professional excellence in materials management towards national prosperity through sustainable development” through its national network of 52 branches and 19 chapters spread over the length and breadth of the country. IIMM is dedicated to the professional activities including Educational Courses, Executive Development Programs, Seminars, Workshops, In-house Training Programs and consultancy.

### INTERNATIONAL AFFILIATION

To have an effective global interaction on the subject, IIMM is a charter member of International Federation of Purchasing and Supply Management (IFPSM), USA which has its roots in 33 countries from all the six continents, representing views of Purchasing and Materials Management professionals world-wide. Its major aim is to encourage professional development, education and cross-cultural exchange and cooperation in Purchase, Materials Management, Logistics, International Trade and other related disciplines.

### PARTICIPATION FEES

Types of Participants	Fees per participant	GST (18%)	Total Participation Fees
For IIMM Members	INR 4,000/-	INR 720/-	INR 4,720/-
For Non-Members	INR 4,500/-	INR 810/-	INR 5,310/-
On-line	INR 2,500/-	INR 450/-	INR 2,950

### FOR WHOM

This workshop is designed for Supply Chain Professionals managing the Procurement, Purchase, Inventory, Logistics, Warehouse functions; SCM Consultants, SCM and Materials Management Professionals from Public Sector, Private Sectors, Government Organizations and Teaching Faculty

### NOMINATION

Please send your Nominations to IIMM Bangalore Branch with the appropriate fee by cheque/bank draft/NEFT on or before 9<sup>th</sup> August 2023. You may also send the nomination by e-mail.

For registration please click on the Link: <https://forms.gle/yRsyhamnXBy6eKkM7>

### Study Materials and Participation Certificate

Soft copy of Study materials will be sent by e-mail in PDF Format. Participation Certification will be issued to all participants

### Payment mode

Delegate fee should be drawn in favor of the Indian Institute of Materials Management payable at Bangalore or by payment sending by NEFT, please arrange send payment to:

SB -Account No: 0792101031770 Bank: Canara Bank, Trinity Circle Branch, Bangalore,

IFSC: CNRB0000792

**GST Registration Number :29AAAAI0056P1ZF**

**For more details please contact following:**

**Indian Institute of Materials Management  
304,306 and 307 'A' Wing, Mittal Towers, M.G. Road, Bangalore – 560 001,**

**Mobile: 9972441466; 9900862486**

**E-mail: [iimm@iimmbangalore.org](mailto:iimm@iimmbangalore.org); [nagaraj.sm@iimmbangalore.org](mailto:nagaraj.sm@iimmbangalore.org)**

**Website: [www.iimmbangalore.org](http://www.iimmbangalore.org)**

## PROGRAM SCHEDULE

### 11<sup>th</sup> August 2023 (Friday)

09.00am – 09.15 am	<b>Registration</b>
09.15am – 09.30 am	<b>Welcome, Introduction</b>
09.30am – 11.00am	<b>Session 1:</b> Purchasing & Strategy
11.00am – 11.15am	Coffee break
11.15am – 12.45pm	<b>Session 2:</b> Supplier Rating & Supply Function evaluation
12.45pm – 01.30pm	Lunch
01.30pm - 03.00pm	<b>Session 3:</b> Negotiations & Techniques
03.00pm – 03.15pm	Coffee Break
03.15pm – 04.45pm	<b>Session 4:</b> Contract Management & Supplier Selection
04.45pm – 05.00pm	<b>Q &amp; A</b>

### 12<sup>th</sup> August 2023 (Saturday)

09.30am – 11.00am	<b>Session 1:</b> Inventory Costs and Selective inventory Control
11.00am – 11.15am	Coffee break
11.15am – 12.45pm	<b>Session 2:</b> Inventory Management – MRP / MRPII
12.45pm – 01.30pm	Lunch
01.30pm - 03.00pm	<b>Session 3:</b> Lean Management / JIT
03.00pm – 03.15pm	Coffee Break
03.15pm – 04.45pm	<b>Session 4:</b> VMI & Management of surplus, Non-moving, Obsolete Inventory
04.45pm – 05.00pm	<b>Q &amp; A</b>
5.00pm – 05.30pm	<b>Feedback</b> <b>Certificates Distribution</b>

## ABOUT THE FACULTY



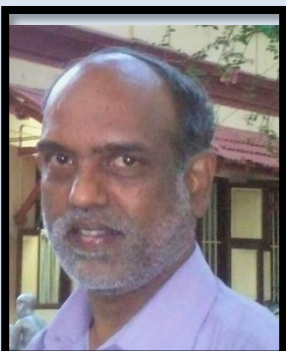
**Mr. M S Shankar Narayanan** is a Retired General Manager from BHEL, Electronics Division, Bangalore. He has experience in all areas of Supply chain including Manufacturing, Material Planning, Shop Planning, Logistic Planning, Stores Management. He has visited UK, France, Netherlands, Germany, Austria etc. for training in various areas of manufacturing. He is the Past Chairman and a Senior Faculty at IIMM, Bangalore, handling Purchase Management subjects for the Certification in Supply Chain Management Course.



**Mr. K P Rajendran** is a Retired Deputy General Manager from Hindustan Aeronautics Ltd., Bangalore Unit and Nasik. An Electronics Engineer having a successful career with 35 years of varied industrial experience in Public Sector, senior faculty for Management subjects in reputed Management institutes & colleges. He is having experience in Materials Planning & Control, SCM, Procurement of project materials involving Import, Export and Central Excise, Stores Mgmt., Inventory Control, Vendor Development and Cost Reduction etc. Honoured by the company by means of an award for financial savings made by the company by introduction of a re-designed spindle used in the E10B exchange.



**Mr. T.S. Balachandran** is a Retired Senior General Manager from Bosch Limited. He is a Supply Chain Management professional with more than 40 years of experience in both Industrial and Academic fields. Currently he is a National Council Member and a Senior Faculty at IIMM, Bangalore, handling Inventory Management, Logistics Management subjects for the Certification in Supply Chain Management Course. He is also a Corporate Trainer, Consultant at Bosch Limited, Bangalore.



**Mr. B. Jayaraman** is a Retired Senior General Manager from Bosch Limited. He is a Supply Chain Management professional with more than 40 years of experience in both Industrial and Academic fields. He is the Immediate Past Chairman and a Senior Faculty at IIMM, Bangalore, handling Inventory Management, Logistics Management subjects for the Certification in Supply Chain Management Course. He is also a Corporate Trainer, Consultant at Bosch Limited, Bangalore.