

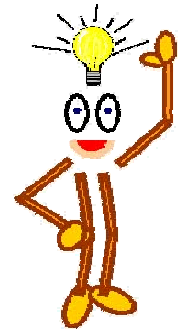


**Indian Institute of Materials Management  
Bangalore Branch**

**Announces**

**Two Days Workshop on**

**Analyzing Supply Markets &  
Developing Supply Strategies.**



**Date**            **12<sup>th</sup> & 13<sup>th</sup> April 2018**

**Venue:**            **Royal Orchid Central,**  
Manipal Centre, Dickenson Road, Bangalore – 560 042



**Organised by**

**Indian Institute of Materials Management**

#304, 306 & 307 'A' Wing, 3<sup>rd</sup> Floor, Mittal Tower, No.6, M.G.Road, Bangalore – 560 001

Phone: 25327251 / 52, Fax: 25327253 e-mail: [iimmbg@airtelmail.in](mailto:iimmbg@airtelmail.in)

**“Buying into competitiveness”**

**A New initiative too costly to miss!!**

## 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 50 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 Programmes, Seminars, Workshops, In-house Training Programmes 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.

## IIMM ASSOCIATION WITH ITC UNCTAD /

The International Trade Centre (ITC) UNCTAD/WTO is the Focal point in the United Nations for Technical co-operation with developing countries in trade promotion. As an executing agency of the United Nations Development Programme (UNDP), ITC is directly responsible for implementing UNDP financed Projects in developing countries and economics in transition related to trade promotion.

## ABOUT THE MODULE ANALYSING SUPPLY MARKETS & DEVELOPING SUPPLY STRATEGIES

As global trade continues to expand, purchasing and supply chain managers have to analyse their supply markets in a cost-effective manner, various implications of market characteristics and assess supply market risks and opportunities. Further, Developing and using different supply strategies for different types of purchases will help you to spend your time and effort where it is most needed and achieve the best results.

The sessions of this program will make the participants understand how supply markets work, their main features, assessment supply markets and select those supply markets which are most appropriate to your company’s needs. The participants will also learn different strategies to be adopted for different types of purchases, when it would be appropriate to develop a strategic partnership agreement with a supplier and when it would be better to spot buy or have a framework contract etc. Approaches such as joint ventures and internal provision will also be covered.

### FOR WHOM

Practicing Professionals holding middle or senior positions in Procurement/ Supply Chain / Contracts / Planning or related areas with experience to meaningfully participate in this program.

### FEES PER DELEGATE

Rs. **5,500/-** per Delegate (Rs, 6,490/- Including 18% GST)

Rs. **5,000/-** for IIMM Members (Rs. 5,900/- Including 18% Service Tax)

→ 10% discount for 5 or more delegates from the same organization.

Our GST Registration No: 291111I0056P1ZF

### NOMINATION

Please send your Nominations to IIMM Bangalore Branch with the appropriate fee by cheque/bank draft on or before 10<sup>th</sup> April 2018. You may also send the nomination by e-mail or fax.

### Program Schedule

Thursday, 12 <sup>th</sup> April 2018	
09.00am – 09.30am	Registration / Inauguration
09.30am – 11.00am	Ice Break – Program Overview – Importance and Benefits of Supply Market Analysis – Setting priorities for Supply Market Analysis
11.00am – 11.15am	Tea / Coffee Break
11.15am – 12.45pm	Understanding Supply Markets
12.45pm – 01.30pm	Lunch
01.30pm – 03.00pm	Case Discussion / Presentation
03.00pm – 03.15pm	Tea/ Coffee break
03.15pm – 05.00pm	Appraising Market Segment – Information Support to Supply Market

Friday, 13<sup>th</sup> April 2018

09.30am – 11.00am	Introduction and Framework for Supply Strategy - Supplier Relationship and Contract Types
11.00am – 11.15am	Tea/ Coffee break
11.15am – 12.45pm	Supply Strategy for Routine Items and Leverage Items
12.45pm – 01.30pm	Lunch
01.30pm – 03.00pm	Case Study /Group Discussions
03.00pm – 03.15pm	Tea/ Coffee Break
03.15pm – 04.45pm	Supply Strategy for Bottleneck Items, Critical Items and Commodity
04.45pm – 05.00pm	Feed Back – Summation



## Faculty

**Senior and well experienced Faculty of IIMM and practicing professionals, with long years of professional experience, will be taking up the sessions of the programme**

For more details please contact below mentioned address:

**Indian Institute of Materials Management**

**#304, 306 & 307 'A' Wing, 3rd Floor, Mittal Tower, No.6,**

**M.G.Road, Bangalore – 560 001**

**Phone: 25327251 / 52, Fax: 25327253**

**e-mail: [iimmbg@airtelmail.in](mailto:iimmbg@airtelmail.in); [Website: iimmbangalore.org](http://Website:iimmbangalore.org)**

**Mobile : 9972441466**