



Payment can also be made through NEFT transfer.

Beneficiary Name:

**Indian Institute of Materials Management, Chennai**

Bank Name: **STATE BANK OF INDIA**

Branch Address: Nelson Manickam Road, No. 2/38, Railway Colony 3rd Street,  
Aminjikarai, Chennai- 600029. (Branch code: 011606)

Account type: **Current account**

Account No.: **10144205193**

IFSC Code: **SBI N 0011606**

MICR no.: **600002140 000039 11**

Permanent Account Number (PAN): **AAAAI0056P**



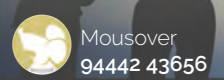
Indian Institute of Materials Management, Chennai



is conducting a  
**Certificate Programme**  
on

# **SOURCING & SUPPLIER DEVELOPMENT**

10 days (15 Hrs)  
From **21st September 2020** onwards  
Through **Webinar**



4TH FLOOR, "CHATEAU D'AMPA", 110 (NEW NO: 37), NELSON MANICKAM ROAD  
AMINJIKARAI, CHENNAI - 600 029.

PH: 044-2374 2195 / 2374 2750  
EMAIL:  
IIMMCHENNAI@GMAIL.COM  
WWW.IIMMCHENNAI.ORG

## About IIMM

Indian Institute of Materials Management (IIMM) through its wide network of 48 branches and 19 chapters spread all over the country and with more than 10,000 members, represents a wide spectrum of professionals engaged in the various facets of Materials Management and responsible for planning, sourcing, control and Distribution of materials and services. IIMM through its various training and educational courses is striving to equip these professionals with the latest tools and techniques needed to develop new and innovative approaches to Supply Chain.

## About the Course

In an expanding world economy where trade barriers fall and markets become increasingly fragmented, the future belongs to the business that can offer best value for lowest cost at least amount of time. Time is a crucial source of competitive advantage and only with it a firm or institution can compete in the present day global business environment. Like cost, Time is also manageable.

This certificate course is well structured for the participants to get an insight of Sourcing strategically, Identifying and selecting vendors, Supplier Rating, Negotiating skills, Planning, Legal aspects, Import requisites and procedures, Managing risks, latest developments and Cost elements.

The takeaway from this course will enable them to understand the nuances of all aspects of Procurement at Micro level unlike other PG Programmes which handle these topics at Macro level.

## Course Content

Structured to 10 days with 10 Modules and a test.

### Module.1 – Strategic Sourcing

Importance of strategic sourcing, Skill for effective procurement, Understanding paradigm shift from conventional purchasing to integrate SCM, Global procurement and Sourcing, Covid impact on strategic sourcing and challenges.

### Module.2 - Resources Planning

Techniques-BOM explosion, Past consumption analysis; Materials planning methods - Re-order point systems, Run-out time planning, Kanban, MRP and Order based planning (OBP), Difference between ERP and MRP, Demand planning and Forecasting.

### Module.3 -Vendor Management.

Various stages of vendor mgmt and its effectiveness, Dependency matrix between buyer and seller, Supplier evaluation and rating- Process and system audit, Improving SRM.

### Module.4-Quality management Systems (QMS)

Quality objectives, Organisational structure, Data management, Processes, Customer satisfaction with product quality, Continuous improvement.

### Module.5 – Procurement

Primary tasks-elements of procurement information system, Methods of procurement, Procurement cycle, Negotiation-setting objectives, stages and decision making.

### Module.6 – Managing Imports

Introduction to customs procedures, Insurance, Paperless Customs communication: e-gate pass/PDF shipping bill, ICEGATE, PCS.

### Module.7-Legal Aspects in Procurement

Types of Law-Sources, Contractual Terms-Classification, Exclusion Clauses, Principles of Tort—Policy Considerations, Remedies, Strict Liability, Supplier contracts - Long term agreement / Purchase agreements.

### Module.8–Managing Risk in Procurement

Typical risks, Assessing probability and analysing impact, Risk management in vendor development, Role of contracts as a risk management tool, Coordinating problems between procurement and logistics.

### Module.9– Latest Developments in Procurement

e Sourcing, VMI, JIT, CPFR, Lean & Green procurement overview, Awareness on Industry 4.0.

### Module.10– Cost Elements

Cost reduction through better procurement management, Impact of purchasing on profitability & Spend analysis, Supplier payments.

### Test

At the end of the programme, a test for 60 minutes duration will be conducted through online. The maximum marks of this test will be 60 and pass% is 50. Those who successfully complete will be awarded with the certificate and others will get a course completion certificate.

### Attendance

Participants should ensure minimum 75% attendance.

## Who can benefit?

Managers and Executives of Purchase/ Planning / Warehouse/ Finance of Manufacturing organisations, Cost Accountants, Administrators of Healthcare and Hotel industries, Faculty of Business Administration Institutes and other Management Professionals. Post Graduate students of any discipline will get benefited with this Programme.

## Faculty

IIMM has an excellent pool of faculty comprising of experts from trade and industry, including working professionals. Each topic will be handled by different faculty. The practical experience of the faculty members will be an added advantage to the participants.

## Coordinator

Mr. Govindaraj, who has 45 years of experience which includes both in industry and academics.

## Schedule and Fees

On 10 days from 21<sup>st</sup> September 2020 onwards – Timing is from 07.00 pm to 08.30 pm.

The sessions will be conducted through webinar.

The fees will be Rs. 2000/- (+ 18% GST) per participant.

(10% concession for 3 or more participants from a single organisation.)

## Registration

Please mail your nomination (s) along with participation fees through Cheque/DD in favour of Indian Institute of Materials Management, payable at Chennai. Nomination (s) along with payment should reach IIMM office on or before 19<sup>th</sup> September 2020.