



INDIAN INSTITUTE OF MATERIALS MANAGEMENT  
Chennai

# Executive Development Program on

## Sourcing and supplier development



Friday, 10th May 2019

Venue : IIMM - V Hariharan Hall  
110, New no. 37, Nelson Manickam Rd,  
4th Floor, Chateau D Amba Building,  
Aminjikarai, Chennai, 600029.

In Pursuit of Excellence in Supply Management  
For Registration Contact

**INDIAN INSTITUTE OF MATERIALS MANAGEMENT**

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**IFPSM**

Charter Member : International Federation of Purchasing and Supply  
Management (IFPSM) - UK

## 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..

## Need for the hour

Organizations work towards ensuring their ultimate goal of profit generation. External organizations like suppliers play a key role in this process. The need to ensure supply within targeted cost plans and to meet quality and delivery requirements is vital for meeting profit objective. In fact, the processes start with make or buy decisions and identifying suppliers and their engagement plans based on supply strategies. Supplier performance in terms of rating them and developing them to meet buying organization alone can ensure that there is no gap between expected performance and what vendors actually contribute, in terms of supplies.

## Key knowledge required in Source development for SCM Professionals

- ⇒ Primary and supportive objectives of supply chain
- ⇒ Make or buy decisions
- ⇒ Spend Analysis
- ⇒ Supply market positioning
- ⇒ Strategic sourcing
- ⇒ Vendor rating
- ⇒ Performance gap analysis
- ⇒ Long term partnership with suppliers



## Program modules

The following session structure is envisaged

- ⇒ Introduction to supply chain and sourcing needs
- ⇒ Make or buy decision and spend analysis
- ⇒ Supply market positioning and strategic sourcing
- ⇒ Vendor performance, gap analysis and vendor rating

**Join and Deliberate with SCM Fraternity**

## Learning process in the program



In business operations, value addition holds the key to profit generation. To enable this, modern supply chain managers focus their materials procurement effort by continuously developing external vendors, while ensuring that make or buy decisions are continuously evaluated. The learning modules of the program ensure the development of both

internal capabilities of manufacturing etc as well as bringing in external supply partners to enable that the cost of operations is minimized to meet the revenue and the profit generation objectives. This program will lead to learning the sources development process from the state of make or buy decision and proceeding with the organized steps in developing sources of supply. Concepts like strategic sourcing and vendor performance monitoring will be the key topics for interaction. The programme will have a number of activities

## Industry segments addressed



Manufacturing, process, service and retails industries requiring cost management support are mainly focused. However, even pure service industries such as hospitals, hotels, educational institutions and general service providers can also benefit from this program

## Faculty

The program will be designed and facilitated by a panel of subject matter experts from IIMM Chennai, having depth experience and expertise.

## Methodology

The programme would be conducted in line with IIMM standards, covering in-depth concepts, brainstorming, quiz, case study, exercises and interactive sessions.

## WHO CAN BENEFIT



For senior and middle managers in source development, purchasing, Engineering, Costing, Finance, Marketing, Entrepreneurs from MSME

## REGISTRATION



Please mail your nomination(s) along with participation fees through Crossed Cheque / Draft in favour of **Indian Institute of Materials Management**, payable at Chennai. Nominations along with payment to reach IIMM office on or before **8th May 2019**

## FEES

- ☞ **For IIMM members** : **Rs. 4,000/- per person + 18% GST**
- ☞ **For Non -IIMM members** : **Rs. 4,500/- per person + 18% GST**  
(10% concession can be given to a minimum of 3 or more participants from a single organization)

## NEFT DETAILS

Beneficiary Name: **INDIAN INSTITUTE OF MATERIALS MANAGEMENT**  
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, PAN No : AAAAI0056P  
**GST In: 33AAAI0056P3ZO**

## COURSE - COORDINATOR

**Mr.V Ramachandran**, is a management consultant and master trainer who coordinates the EDP programmes at IIMM Chennai branch. Using the depth expertise available at IIMM, based on the professional activities conducted over many decades, he organizes the team of IIMM professionals to provide the concept design, delivery and facilitation by subject matter experts for professional development. Participants get opportunity to interact with the competent faculty and can make use of all the available opportunities for professional growth. He is certified by WTO to conduct international consultancy in supply chain management field (ITC Geneva).

**About IIMM membership details please contact IIMM Chennai at 9841020201, 04423742195, 23742750, [admin@iimmchennai.org](mailto:admin@iimmchennai.org) & IIMM Courses [edu@iimmchennai.org](mailto:edu@iimmchennai.org)**