






TOOLS & PRACTICES – Some elementary practices & tools

Level	Available languages	Fee
Beginner	    	€ 400

e-Module titles	Objectives	Content
SEGMENTATION	This module aims at using some elementary Procurement tools: - segmentation - the impact of segmentation on company strategy	1. Understanding segmentation 2. An example of segmentation
ABC & CRITICALITY ANALYSIS	This module aims at using some elementary Procurement tools: - the difference between Pareto, 20/80 and ABC analysis - why to carry out an ABC analysis - how to carry out a Criticality analysis	1. Pareto & 20/80 2. ABC 3. Criticality analysis
PROCUREMENT LEVERS	This module aims at using some elementary Procurement tools: - understanding & implementing consolidation - understanding & implementing standardisation	1. The WHAT & WHY of Consolidation 2. The WHAT & WHY of Standardisation 3. Impact on competition
REQUEST FOR X (RFX)	This module aims at understanding some basics of Procurement & being able to use some elementary tools: - understanding the 3 RFX tools which are essential to the Supplier prospection & selection phase	1. Introduction to RFX 2. Request for Information 3. Request for Proposal 4. Request for Quotation
WHAT IS SRM? (Level 1)	This module aims at understanding the principles of SRM & being able to use some elementary Procurement tools: - SRM as an alternative to market competition - the benefits of SRM - SRM & value visibility - the SRM process	1. What is SRM? 2. SRM's added value 3. SRM & value location 4. The SRM process