

7 Strategies of Purchasing & Material Planning Management 2 days program

Overview

Understand what is **Purchasing and Material Planning Management** in Supply Chain Management

Learn and Apply 7 Strategies to Improve Material Stability and Consistency

- S1: From Good Supplier to **Reliable Supplier**
- S2: From Ineffective to **Effective Negotiation**
- S3: From Cost Cutting to **Cost Saving**
- S4: Optimizing **Forecast Management**
- S5: Optimizing **Supply Chain Management**
- S6: Optimizing **Material Planning with Supply Positioning**
- S7: Optimizing **Inventory Management**

Contents

DAY 1

Part 1 : EFFECTIVE PURCHASING & MATERIAL PLANNING SKILLS

- 1.1 What is Effective Purchasing & Material Planning Skills?
- 1.2 KEY Responsibility of Effective Purchasers & Material Planners
- 1.3 Changing Roles of Purchasers & Material Planners in Supply Chain Environment
- 1.4 8 Criteria of Effective Purchasers & Material Planners
- 1.5 **Skill 1:** Are You an Effective Purchasers?

Part 2 : S1: FROM GOOD SUPPLIER TO RELIABLE SUPPLIER

- 2.1 Supplier Relationship vs Supplier Partnership
- 2.2 Supplier Tier System to Manage and Monitor Key Suppliers
- 2.3 Managing Suppliers in Different Economic Cycles
- 2.4 Effective Ways to Manage Different Styles of Suppliers
- 2.5 **Skill 2:** How to Develop High Performing Suppliers

Part 3 : S2: FROM INEFFECTIVE TO EFFECTIVE NEGOTIATION

- 3.1 Why Negotiation is critical to Purchasing Activities?
- 3.2 Ineffective vs Effective Negotiator
- 3.3 4 Major Negotiation Styles
- 3.4 From Hard Negotiation to SMART Negotiation
- 3.5 **Skill 3:** Negotiation Role Play

Part 4 : S3: FROM COST CUTTING TO COST SAVING

- 4.1 BENEFITS of PO & Supplier Consolidation in Cost Saving
- 4.2 Optimizing ABC Analysis in Purchasing Cost Saving Activities
- 4.3 Effective Purchasing Cost Saving Strategy
- 4.4 Purchasing Cost Saving Indicator (Overall & Category)
- 4.5 **Skill 4:** ABC Analysis Calculation

DAY 2

Part 5 : S4: OPTIMIZING FORECAST MANAGEMENT

- 5.1 Material Requirements Planning (MRP): Forecasting, Planning and Scheduling
- 5.2 Forecasting Patterns in Demand and Supply Chain Management
- 5.3 How to leverage Quantitative vs Qualitative Forecasting Technique
- 5.4 Minimizing Forecast Variances and Maximizing Forecast Accuracy
- 5.5 **Skill 5:** [Forecast Variance Analysis and Control](#)

Part 6 : S5: OPTIMIZING SUPPLY CHAIN MANGEMENT

- 6.1 Ultimate Objectives of Supply Chain Management
- 6.2 The Push vs Pull Concept in Business Model
- 6.3 Leveraging 3 Production Methods:
Mass Production, Batch Production, Mass Customization
- 6.4 A look at IBM Model vs Dell Model and 3 Real-Life Successful Supply Chain
- 6.5 **Skill 6:** [How to Optimize \(Shorten\) Supply Chain's Lead Time](#)

Part 7 : S6: OPTIMIZING MATERIAL CONTROL with SUPPLY POSITIONING

- 7.1 Concept of SUPPLY POSITIONING
- 7.2 Criteria in Positioning your Suppliers
- 7.3 Simple and Powerful Tool in Managing Suppliers
- 7.4 Apply Supply Positioning in Purchasing Expediting, Material Planning and Control
- 7.5 **Skill 7:** [Material Planning Strategy using Supply Positioning](#)

Part 8 : S7: OPTIMIZING INVENTORY MANAGEMENT

- 8.1 Inventory Analysis: ABC, FSN, and XYZ
- 8.2 3 Major Types of Inventory Indicators – Which is BEST?
- 8.3 The ABC of Inventory Control: [Economic Order Quantity, Reordering Point Control](#)
- 8.4 Maintain Optimum Level of Inventory Turnover & Inventory Holding Days
- 8.5 **Skill 8:** [How to Reduce Inventory Cost?](#)

Who should attend

All Purchasers, Material Planners, Planners and Personnel who want to develop Purchasing and Material Planning Management knowledge & skills



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Trainer's Profile

Peter Ong, Senior Supply Chain Consultant
Author/Speaker/Trainer/Business Strategist

Peter Ong specialises in helping SMEs to improve productivity and to save costs. He does this by looking at your entire business operations from beginning to end, using a systematic technique and then explaining them to you in a simple to understand way. In this way, he trains your staff to Optimise Operations to Grow Your Business Faster and Profitably.

To ensure that he possessed the right skills to train his participants more effectively, Peter has undergone special intensive training to achieve the following:

Certified Trainer by the American Management Association, USA.

Certified Trainer in Psychology from Directive Communication International.

Certified Trainer in 17 Success Principles from Napoleon Hill Associates, USA.

Certificate of Communication Achievement from Dale Carnegie Training, USA.

Certified TPS (Toyota Production System) Manager™, Japan.

Certificate of Industry 4.0 and Advanced Supply Chain Management, MIT Global SCALE, USA.

Certificate of Business Excellence for Assessors, Malaysia Productivity Corporation.

Certificate of Blue Ocean Strategy from UCSI Blue Ocean Strategy Regional Centre.

Tony Buzan Licensed Instructor (UK) specializing in Tony Buzan's Mind Mapping Technique.

Accredited Training Professional (ATP) from SMR Group (Specialist Management Resources).

Registered Trainer from Human Resource Development Fund (Pembangunan Sumber Manusia Malaysia) of Ministry of Human Resources, Malaysia.

Academically, Peter Ong has an MBA in I.T. Management (Multimedia University) and a B.Sc. in Marketing, Finance & Psychology (University of Oregon, USA)

A major weakness of an SME is that it often neglects the critical areas of improving efficiency thereby bypassing the opportunity to increase profits. Peter identifies these areas for you and suggests solutions on how to overcome them. Frequently, once pointed out, these areas are so obvious that you wonder why you did not realise them before. **Peter had the experience in leading an inventory team and successfully reduced RM 6 million inventory in one-year inventory reduction project.**

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He has imparted his refined technique to thousands of participants from SMEs and MNCs based in Malaysia and other ASEAN countries, from a diverse range of industries including: Electronics & Electrical; Automotive; Chemical; F&B; Furniture; Steel Mill; Paper-related; Plastic-related; Metal-related; Textile & Garments; Engineering; Equipment Maker; Cement; Port; Hospital; FMCG; Service; Construction; Trading; Forwarding Agent; Education; Printing & Publishing and many more.

Peter is well equipped for the role as he has over 25 years of extensive and in-depth working experience in the manufacturing environment in various sectors. They include manufacturing procurement, supply chain management, training, consulting and coaching.

In addition, Peter's wide exposure to various management styles from USA, Japan, Europe and Taiwan fortified him with an integrative and pragmatic approach to leadership development, management development and supervisory development series of programs.

Peter condensed his success principles for SMEs in his book: "The Bullettrain Entrepreneur – 5 Pillars Towards SME Success". He was a regular columnist in the year of 2016 for leading SME magazine of Business Media International - Asia's fastest growing business magazine.

Peter's vast hands-on experience coupled with a strong academic foundation enables him to help uplift your business to new heights of competitiveness and profitability.

Peter Ong's mission is to transform SMEs to be successful, sustainable, and socially responsible enterprises.

He has trained thousands of participants from reputable MNC and SME of diverse industries including:

Electronics: Panasonic, Flextronics, Motorola, Celestica, Mitsubishi Electric, Siemens, Pioneer, Epson, Sanyo, Vishay Semiconductor, Omega Semiconductor, Brother, Tanashin, Western Digital, Sumitomo Electric, Technocom Systems (Venture), Mitsumi Technology, Beyonics Technology

Automotive: Perodua, Lucas Automotive, Fetta Auto

Chemical: BASF Petronas Chemicals, Revertex

F & B: New Zealand Milk, Dutch Lady, Perfect Food, Hwa Tai, New Star Food, Kerry Ingredients

Furniture: LY Furniture, Evergreen Fibreboard, Shantawood, T.A.Furniture

Oil & Gas: Sarawak Shell, Sabah Shell, Petrofac, Sobena Offshore, Keababagan Petroleum Operating Corporation

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Paper-related: Genting Sanyen, Ornapaper, Harta Packaging

Plastic-related: Meiban Tech, Sin Kwang Plastic (SKP), S.P.I. Plastic

Metal-related: Press Metal Bintulu, Connor Manufacturing, Swanmet, Jecmetal

Textile & Garments: TCCM Dewhirst, Gimmill, Prym Newey, Tai Wah Garments

Engineering: Malaysia Marine & Heavy Engineering (MMHE), Matromatic Handling Systems, MHE-Demag South, Juken Technology Engineering, UEM Edgenta

Equipment Maker: AIDA Mfg, H.F. Kejenteraan, Mechmar Boilers, Opto Sensors

Logistics: DHL, City-Link, Nozomi Express

Telecommunication: Celcom Axiata

Tiles: White Horse Ceramic

Cement: Pahang Cement

Aerospace: Upeca Aerotech

Port: Port Tanjung Pelepas (PTP)

Mining : Vale

Education : Universiti Kuala Lumpur and many others