



Institute of Logistics

**One Day Training program on “VENDOR MANAGEMENT”**

**@ GRT Radisson**

**Chennai on 27 August 2010**



## **Background:**

As more companies are seeking to move beyond procurement into fully deployed supply chain systems, a key challenge for many companies is in the area of improving efficiency in their “Procure to Pay” cycle for many of their outsourced products and services.

With increased competition in the marketplace, and Global Sourcing becoming a necessity, an organization’s success could well be tied to the ability of its suppliers to invest in new product development, respond to a change in demand or indeed work together to achieve improvements in network or manufacturing design and efficiency. Outsourcing is one of the most recent management strategies to focus on, in response to addressing organizational competitiveness. Organizations are continually looking for innovative methods to improve the efficiencies on product design, quality, and on time delivery, both with in and beyond their operations. Supply chain management is the integrated philosophy to manage the total flow of activities from customer order to delivery. Efficient strategies for creating business excellence revolve around the “on time delivery of goods and services” from the suppliers. Appropriate sourcing rules, optimized sourcing, partnering with vendors, healthy buyer-supplier relationships contribute a lot for supply chain efficiency.

As the typical Purchasing Function is limited to transactional job of collecting information about the requirements of user department and carrying out commercial checks and balances to finally procure the product & service, Strategic Sourcing is the process of finding qualified sources to fulfill supply needs, that helps companies analyze how they purchase products and services to lower costs, improve profits, and improve their supply chain. Strategic Sourcing is the only approach to achieve significant cost reduction and building a sustained value-creating relationship with the suppliers on a long term basis.

**Topics that will be discussed:**

1. Vendor Selection and Evaluation road map
2. Vendor rating criteria and best practices.
3. 3 PL Selection Criteria
4. Supplier Relationship Management
5. Strategic Sourcing.
6. Impact of IT in Vendor Management – E-procurement, ERAs.

**Speakers include:**

***Dr.T.V.Subramanian***, Associate Consultant, has 33 years of industry & consulting experience in Production, material planning, operations, etc. He is a postgraduate in Statistics and an Certified professional by SQC Kolkata. He obtained his Doctorate from IIM Ahmadabad. And an Honorary Fellow member of Indian Institute of Materials Management. He has handled more than 50 major Consultancy assignments for large private and public sector organizations in the areas of inventory management, materials planning, PPC, TQM, Distribution Management, Information systems strategy and Operations Research.

**Mr. N.Swayambhu, General Manager** – Purchasing and Planning,Control and Logistics(PC & L)  
Delphi TVS Limited.

**The Programme :**

The programme is scheduled on Friday, 27th August 2010 from 0900 hrs till 1730 hrs at:

**Hotel Radisson GRT Chennai:  
531 G.S.T Road, ST.Thomas Mount,Chennai 600016;Telephone: 91 44 22310101**

**Who should participate?**

Executives and Middle level managers from functional areas like Inventory, materials management, Supply Chain, Procurement, Purchasing, Production Planning & Control.

**Participant fee**

Participant fee of is Rs. 4,412/- Inclusive of Service Tax. **Registration : 9.00 AM – 9.30 AM**

**Only Limited Number of seats is available.**

A discount of 10% on participation fee can be availed for more than 3 nominations. Participation fee is non refundable how ever, change in nomination is acceptable.

The registrations can be made by sending the participation fee in the form of Cheque / Demand Draft, drawn in favor of "**Confederation of Indian Industry**" to the address given below.

**RAMESHKUMAR T**  
Executive Officer  
Email: [rameshkumar.t@cii.in](mailto:rameshkumar.t@cii.in)

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