



Consulting and Training | Reach New Heights

Course Name

Vendor Cost Reduction

Sector Name

Procurement & Supply Chain Operations

Document Type

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Vendor Cost Reduction

Course Introduction

The success and future of every company depend on how well costs are managed and controlled. While the cost of running a business is increasing automatically, the ability to reduce costs in the procurement and supply chain industry is essential. Business survival, therefore, requires vendors' commitment to cost control and the creation of a cost-conscious culture. This course is designed to provide participants with cost-cutting concepts and strategies to consider awareness, process efficiency, and other strategic cost management approaches, even as stiff to reduce operation/project costs are pursued.

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Vendor Cost Reduction

Target Audience

- ✓ Procurement Manager / Supervisor
- ✓ Procurement officer/assistant
- ✓ Purchase officer
- ✓ Vendor manager
- ✓ Supplier relationship officer
- ✓ Purchase coordinator
- ✓ International Buyer
- ✓ Category purchasing manager
- ✓ Supply chain officer- Procurements
- ✓ Logistics Professionals
- ✓ Distribution Managers
- ✓ Working in this field
- ✓ Those who want to start a career in this field

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Learning Objectives

- ✓ Gain a comprehensive understanding of the actual requirements of why a service or product is being procured
- ✓ Discuss the rationale required for a cost reduction strategy
- ✓ Understand the need for change to more strategic and innovative approaches for vendors.
- ✓ Implement strategies to work with the supply chain to reduce costs in a pragmatic way
- ✓ Apply negotiating strategies and develop a win-win situation

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Vendor Cost Reduction

Course Outline

✓ Day 01

Determining The Needs To Develop A Sustainable Cost Reduction Program

- ✓ Defining the Procurement Strategy
- ✓ Understand the real needs of the organization
- ✓ Analysing and managing key stakeholders
- ✓ Determine the risks involved
- ✓ Conducting an internal spend analysis
- ✓ Identification of a long-term cost reduction strategy

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Vendor Cost Reduction

Course Outline

✓ Day 02

Management Tools And Techniques To Determine Cost Reduction

- ✓ Procurement analysis tools and techniques
- ✓ Strategic cost management
- ✓ Principles of cost and value management
- ✓ Understanding the principles of Total Cost of Ownership
- ✓ Benchmarking and developing 'should cost'
- ✓ Cost modelling/bottom-up costing

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Course Outline

✓ Day 03

Development And Collaboration

- ✓ Creating a vision that is viable and sustainable
- ✓ Introducing clear and measurable cost reduction targets
- ✓ Developing inventive programmes between the client and vendors
- ✓ Negotiation strategies for a win-win relationship
- ✓ Renegotiating and changing existing supply contracts
- ✓ Monitoring performance and rewarding excellence

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Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
July 5, 2027	July 7, 2027	3 days	3250.00 \$	UAE , Dubai
Jan. 25, 2027	Jan. 27, 2027	3 days	3950.00 \$	England , London
July 18, 2027	July 20, 2027	3 days	3250.00 \$	KSA , Dammam
Dec. 27, 2026	Dec. 29, 2026	3 days	3250.00 \$	KSA , Riyadh

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