

## Management Seminar

### Significant Cost Reductions Guaranteed

*Success from proven processes*

#### Seminar orientation:

Industries of plant engineering & construction, power plants, manufacturing for industrial machinery but also civil works.

Purchasing/Procurement has - with its representative 50% to 60% of the total Project Budget - considerable impact on the competitive ability of a company.

In many organizations the cost reduction potentials are not properly recognized and realized. Discover how to achieve cost reductions within your Procurement and Purchasing Portfolio - for components and systems, at the start of the Project.

Whether you use conventional Methods or E-Procurement: Here you will learn how the planning and conversion of indispensable prerequisites for efficient and effective Supply Management.

***Use this opportunity to learn from an Expert the guidance of cost saving programs with the result of minimum 20% savings - guaranteed!***

Develop your Supply Management skills to the highest level and save your seminar seat for this excellent Management Seminar – sign up today!

#### Target Group

- Company Management
- Purchasing and Supply Managers and Buyers

#### Your Benefit

Develop your Purchasing Power to the highest level. Discover how to:

- find clear processes to cost reductions reliably, purposefully and successfully
- Develop unique finance and concise reporting skills that will guarantee project success
- organize efficient project teams from different disciplines
- Motivate Project Purchasing Teams from different disciplines & Units to function efficiently and effectively
- Obtain valuable experience from Transfer of Ideas
- Anticipate Pit Falls and obstacles- Achieve Continued Cost Reductions (CIP=Continuous Improvement Process)

#### Contents Part 1

- Process Cost Reductions
- Which are the most important process steps ?
- Selection of the correct component/systems (Commodities)

- Cost reductions with components/systems
- Cost reductions by more effective and more efficient procurement strategies and procurement processes
- Progress Reporting (methods & tools) to maintain the Project progress
- Functions, authority and requirement profile of Commodity Teams

## Contents Part 2

### Recommendations from practical experience:

- Directing Cost Reduction Projects
- Factors of efficient and effective work for project success
- Focus on the Project Planning, Finance & Reporting
- Commodity Organization and Commodity Teams
- Co-operation from supplier Partnerships
- Behavior with Suppliers

## Part 3:

### Question & Answer – Discussion

## Your Adviser

### Heinz Kuzio

Diplom-Ingenieur (Graduate Engineer)

Management Consultant

Mr. Kuzio's consulting expertise is the result of a successful professional career with several years as "Purchasing & Supply Manager " and " Head of Supply Management " with large and reputable organizations, particularly in the Construction & Installation of Power Stations.

His experience relates to:

- Control of project-related procurement processes with multi million budgets and responsibility for the operational cost saving results
- Planning, Implementation and Management of international Cost Reduction Initiatives

Mr. Kuzio has led numerous strategic projects in Sourcing/Procurement areas of Supply Management, also in Merger & Acquisition Projects.

**Seminar Code:** SM-1-402SE

## Other General Information

1. This is a 2 days seminar, each day starting at 09:00 a.m. and ending at 06:00 p.m.
2. The cost for attending the seminar is 950.00 EUR per participant. This price includes seminar documents (CD-ROM), lunch and drinks during the seminar and breaks.
3. If more than one participant from the same company attends the seminar, the price for each participant will be discounted to 850.00 EUR.
4. To see the General Terms and Conditions of Seminars, please go to the sign-up page and you will find them at the bottom of the page