

FACT-BASE DEVELOPMENT

Category: Fact-Base Development

Course Name: Fact-Base Development and Spend Analysis

Course Length: 2 Days

Instructor: William L. Michels

About this Course:

- Business needs and requirements gathering
- Spend analysis
- Sourcing history analysis
- Price analysis
- Cost analysis
- Supply Chain analysis
- Technical trends and developments

Fact-Base Development Content:

- Gather and analyze data to enable spend transparency
- Understand the drivers of external spend and how they may be influenced generating options for change
- Identify methods to address the reduction of consumption and related behaviors and systems
- Implement tools for the elimination of waste, problem solving and root case analysis
- Learn how to approach specification reengineering
- Addressing policy and process change, to manage cost control; developing compliance strategies
- Creating a cost control culture – influencing others to support spend analysis

Recommended for: procurement and supply chain practitioners involved in key projects like outsourcing, make/buy, strategic sourcing changes or risk analysis profiling.

Objectives:

- Learn approaches to work with stakeholders to challenge specification and re-establish budgets
- Understand what spend analysis is and the impact of application on organizational cost and effectiveness
- Learn how to apply key spend analysis tools and what results to expect from their use
- Identify opportunities for cost and value improvement

- Create plans to address process, policy and consumption for own category areas
- Creating a compelling message to gain support for spend analysis internally and externally

Benefits:

Following this class, individuals will be able to:

- Create a case for spend analysis in own category area, or internal and external use addressing financial, effectiveness and other motivators
- Set priorities and create delivery schedules for local implementation of spend analysis strategies
- Utilize tools to implement cost improvement through spend analysis