

Value Contribution

Objectives

This module is part of the EIPM Certifying Courses Level 2

- This Value Contribution is about: finding innovation, new design, stakeholders' satisfaction... to sustain sales, profit and/or market growth.
- The challenge Purchasing is facing for the next decade is not any longer only about savings, but about value contribution to the Company's excellence. It is about finding ways to measure this Value Contribution and to sell it to the stakeholders.

Target group

- Expert Buyers.

Duration and location

- 2 days on the Archamps Campus (France).

Methods and tools

- Workshops and extensive discussions based on personal examples.

Content

PHASE	CONTENT
DAY 1	<ol style="list-style-type: none">1. Value Contribution definition and expectations<ul style="list-style-type: none">• Why speaking about value contribution?• Differences between TCO and value2. Internal Value Contribution (to stakeholders)<ul style="list-style-type: none">• What is the Purchasing Added Value?• What stakeholders are expecting from Purchasing?• How to bring value to the stakeholders?• How to measure this value?• How to change the stakeholders mindsets?• How to communicate with the stakeholders?
DAY 2	<ol style="list-style-type: none">3. External Value Contribution (from suppliers)<ul style="list-style-type: none">• How suppliers can contribute to value?• Contribution through innovation?• Contribution through risks sharing?• Contribution through capacity?• How to align our strategy with the suppliers' strategies?• How to convince the suppliers to be his preferred client?• Which best organisation to contribute to value with suppliers ?• How to measure and reward the suppliers value contribution?