Contents

About EIPM ......................................................... 4
Training & Education ................................. 6
Research ................................................................. 8
Events ................................................................. 9
Assessments ..................................................... 10
Global Footprint .............................................. 14

Our mission
To serve our clients to deploy knowledge in Purchasing & Supply Management to contribute to sustainable value creation for the different stakeholders.

Our vision
To be the leading institute
To be the reference by differentiation
To be the preferred global supplier

Our values
• Respect & Humility
• Courage & Commitment
• Justice & Equity
• Moderation
• Responsibility
Never underestimate the benefits of investing in your team’s talent

Each business is unique. Every company has its own culture, targets, challenges and geo-economical setting. When we established EIPM, it was with a clear vision to create a centre of excellence in Purchasing – driving up standards across the industry. For the past two decades, EIPM has been successfully helping Companies around the globe to reach their full potential through educational solutions in Purchasing and Supply Management.

As a result of this approach, we deliver the most up-to-date catalogue of solutions for all levels of purchasing responsibility in four continents and eight languages. This represents an opportunity for procurement specialists to benefit locally from EIPM’s expertise, developing cutting-edge, world-class skills essential for growing globalised businesses.

Contact your nearest EIPM office and let us help your team to reach their full potential!
What is EIPM?

EIPM is at the intersection of the business and the academic worlds, with an approach to education rooted in the reality of business.

Currently with branches in Geneva and Shanghai and partnerships in Brazil, India, Mexico, North America, Poland and the United Arab Emirates, the Institute has developed a complete range of solutions to meet the training and development needs of its large base of international clients in all sectors of industry and service.

What makes EIPM leading edge?

Global footprint: With a wide geographic coverage, providing solutions to companies across four continents, EIPM’s multinational staff and international network allow EIPM to organise educational programmes all over the world, balancing global objectives and local requirements.

Leading edge content: EIPM continuously develops and leverages new methodologies, tools and concepts to offer the perfect balance between academic achievement and professional experience. EIPM publishes regularly, notably the EIPM Journal of Supply Excellence and the book *Global Industrial Trends.*

Pedagogic expertise: EIPM benefits from a well-qualified and international faculty, passionate about procurement and committed to our programmes and clients. Our Faculty is composed of prominent professors, consultants and executives of leading companies from different sectors.

Client relationship: EIPM maintains a dedicated customer service team, responsive to individual and organisations’ needs. EIPM’s international orientation and family spirit are key factors in its relationship with customers.

These companies place their trust in EIPM programmes:

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EIPM solutions to meet your training and development needs

<table>
<thead>
<tr>
<th>TRAINING &amp; EDUCATION</th>
</tr>
</thead>
<tbody>
<tr>
<td>In-Company Programmes</td>
</tr>
<tr>
<td>Training Modules</td>
</tr>
<tr>
<td>FLeX Certification</td>
</tr>
<tr>
<td>Global Executive MBA</td>
</tr>
<tr>
<td>Executive Summer School</td>
</tr>
</tbody>
</table>

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<tr>
<th>RESEARCH</th>
</tr>
</thead>
<tbody>
<tr>
<td>Value Creation Observatory</td>
</tr>
<tr>
<td>EIPM Think Tank</td>
</tr>
<tr>
<td>Events &amp; Networking</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>ASSESSMENTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Competence Assessment</td>
</tr>
<tr>
<td>Company Maturity Assessment</td>
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<tr>
<td>EIPM-Peter Kraljic Awards</td>
</tr>
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Training & Education

Standard or customised. At our locations or in your premises. Rewarded by our diplomas or by your own specifically designed certificates. One of our educational solutions will suit you.

For those seeking continued intellectual growth in an academic environment that values creativity and entrepreneurship, there is no other credible choice.

In-Company

global deployment of customised in-house courses.

Our In-Company programmes are designed in close collaboration with the client to fully reflect the organisation’s specific needs, practices, culture, strategy and purchasing tools. We deliver corporate programmes on a global scale, combining a unified approach with specific elements appropriate to each market. Every year, EIPM trains 4000 participants in 9 different languages through In-Company programmes.

An exclusive Purchasing Academy:

- Best Practices and tools that help deliver effective strategies.
- Common vocabulary and common understanding of purchasing strategies, ensuring effective interaction between purchasing staff worldwide.
- Personalised schedule, duration, language and delivery.
- It can deliver its own certificate.

Training Modules

16 specialised courses covering the full purchasing landscape.

EIPM’s global expertise is available to your local teams, covering a complete set of topics that are at the heart of the challenges faced by Purchasing Professionals.

Attending modules is very motivating and is an effective way to fill in a gap or sharpen up on a specific topic. Modules allow professionals to rapidly acquire competences that make a difference.

Filling the gaps and standing out from the crowd:

- 16 specialised courses that can be taken independently of each other.
- Offered on four continents, presented twice a year, and available in multiple languages.
- Complemented by e-learning modules, assignments and exams.
Global Executive MBA
an MBA with Purchasing and Supply Management as its core.

The programme builds on 14 residential one-week modules spread over 2 years and a final project. Modules take place in Geneva, Shanghai and Mumbai, allowing for a truly global experience. The EIPM MBA offers both generalist and specialist modules, combining theory and practice, which is ideally suited to a working Manager or Executive.

Innovative programme features:
• Specialised in Purchasing and Supply Management.
• Maximum flexibility, compatible with professional responsibilities.
• Renowned International Faculty.
• A Project that benefits the employer.
• Wide exposure to different industries and cultures.

Executive Summer School
executive-level education in a distinctive format.

The EIPM Summer School is a concise executive programme in Purchasing and Supply Management offered at the Archamps Campus. The programme encourages an action learning philosophy, as participants are expected to work on real life strategic challenges. It consists of the 4 specialisation modules from the EIPM Executive MBA programme and has a convenient schedule over the summer months, presented in two blocks of two weeks each.

Maximum flexibility:
• The Summer School presents a concise schedule that respects professional commitments.
• Regular participation of students from external institutions, such as SDA Bocconi School of Management.

FLeX Certification
our latest step into the education of tomorrow.

FLeX is our new Blended Learning pedagogy. This new educational pedagogy ensures a successful transition from onsite training to distance learning, taking advantage of new technologies and reducing the need to travel, whilst capitalising on EIPM's differentiating features: state-of-the-art content, the student cohort, the development of student know-how and know-how-to-be, and an integrated project.

Responsibility and autonomy to the learner:
• A more flexible approach for participants.
• Participants not only work individually, but also with their professors and with other participants, using the latest LMS technology.
• For the Certification, the entire process (from the kick-off webinar to the project presentation) will be planned over a period of approximately six months.
EIPM Think Tank
exploring the routes to success.

Our best practice study group is a unique opportunity to accelerate progress in key competences companies need to master in order to succeed in today’s competitive environment.

Our High Performance Study Group is a unique opportunity to support transformation programmes by learning from advanced companies and experts in the field. It is designed as a learning journey that helps accelerate progress.

A great learning experience composed of:
• A robust Benchmarking Process.
• Access to the results of focused surveys, studies and researchs.
• Face to face and online sessions.
• Exclusive video summaries.

Research

EIPM created a systematic Research process to develop new contents: it builds on regular exchanges with the corporate community through small and large events, and the findings are then cascaded on the different EIPM programmes.

Following this process, EIPM facilitates the dissemination of Academic Research through the Value Creation Observatory, the EIPM Journal of Supply Excellence and the EIPM Club. EIPM also promotes the exchange of Best Practices through Workshops, Round Tables and Conferences.

The Value Creation Observatory
towards Edgeless Innovation with suppliers.

EIPM has embarked on a major Research project to measure the progress of the Purchasing profession towards Value Creation.

The ongoing research project consists of a series of surveys, workshops, case studies and publications. The results shed light on important questions in terms of achievements and practices, and result in periodic reports of the findings and recommendation for actions.

The project regularly evaluates and reports on:
• The impact of Purchasing on company value creation.
• The quality of the practices used to create value with suppliers.
• The KPI and skills needed to create value.
• The challenges and solutions commonly used in this area.
Webinars
the EIPM expertise is just a click away!

Every year EIPM holds a series of three to four webinars dedicated to Research dissemination.
For each webinar, two sessions are planned on the same day to encompass different time zones, enabling participants from all over the world to join and contribute. This variety in audience stimulates insightful Q&A, highlighting different geographic and industry perspectives.
Participants are engaged during the webinars through surveys and exercises and are encouraged to make enquires and share their experience.

Workshops
a day of intense exchanges.

EIPM’s one-day Workshops gather a small group of experienced practitioners to share the latest trends, discuss future challenges, as well as identify Best Practices on the latest hot topics in Purchasing and Supply Management. They provide access to new ideas and best practices and allows participants to reflect on their current ways of working.
EIPM workshops build on the collective expertise within the EIPM network, using proven knowledge sharing techniques such as surveys, interviews, peer assist sessions and interactive exercises.

CPO Round Table
a meeting for leaders.

The EIPM CPO Round Table provides the opportunity to tackle the major challenges Purchasing is facing, as well as exchange best practices and benchmark in a private and selected environment.
The principle of the EIPM Round Table is to gather a limited number of executives and guest speakers around short company cases and interactive workshops in a private and selected environment. Our goal is to create a network of professionals sharing the same values, the same enthusiastic approach to people and the same support for the Purchasing function.

Annual Conference
establishing new forms of collaboration.

For more than two decades, the EIPM Annual Conference has been promoting critical thinking through a series of discussions focused on Purchasing Excellence, Talent Management, Innovation and Value Creation along with many other topics.
Participants come from a wide spectrum of industrial and service corporations worldwide, to network, interact and learn through presentations, workshops, case studies and debates.
Those events gather presentations, viewpoints, case studies and debates from three complementary perspectives: Practitioners, Academics, and Consultants.
Assessments

The source for Purchasing Excellence on two axes: Individual and Team.
EIPM continuously develops and leverages new methodologies, tools and concepts to offer the perfect balance between academic achievement and professional experience.

Competence Assessment

a secure, simple, flexible and efficient assessment process for individuals.

The EIPM Bee Resources© tool helps purchasing organisations, and individuals as well, to check that they have the right combination of skills to best serve their organisation today and tomorrow. The model identifies the most valuable competencies required to succeed in the various activities and jobs performed in these functions.

Do you have...

• An organisation with the necessary competences?
• Individuals with the skills expected for their assignment?
• Organisational and individual development plans to adapt to current and tomorrow challenges?
Company Maturity Assessment
how good is your procurement?

With over 300 users to date, Bee-Best®, the EIPM web-based self-assessment tool, benchmarks purchasing organisations against leading companies and recognised best practices, providing an accurate visibility of the maturity and deployment of processes and the level of results achieved. Bee-Best® increases performances and allows companies to afford greater value to clients and stakeholders.

The EIPM Organisation Assessment tool provides:
- A maturity index for purchasing organisations.
- Valuable Benchmarking insights against nine criteria.
- Identification of precise areas for improvement to better performances and to provide greater value to clients and stakeholders.

EIPM-Peter Kraljic Awards
recognizing outstanding practices.

The Annual EIPM-Peter Kraljic Awards recognize the excellence of Purchasing Organisations that act as role models, delivering outstanding performance to their company and demonstrating high level of creativity, innovation and respect for the environment and society.

The award process comprises an online benchmarking and a one-day session led by two experienced assessors. The winners are selected by Peter Kraljic and a jury of industry leaders and experts in the field.

A rigorous fact-based nomination process composed of:
- An online assessment based on the EFQM Business Excellence Model criteria.
- A nomination process referring to world-class practices.
- A one-day site visit to finalists, performed by Purchasing experts.
- Jury validation, presided by Dr Peter Kraljic.
Our Partners

Academic

IFPSM
SDA Bocconi School of Management
CENTRUM
Graduate Business School
Pontificia Universidad Catolica del Peru
EFMD
IPSERA
PRME Principles for Responsible Management Education

Professional

EFQM
Shares what works.
IACCM
International Association for Contract & Commercial Management
International Trade Centre

Public

European Commission
La Région Auvergne-Rhône-Alpes
haute-savoie le Département
Testimonials

Each student brings a diverse range of professional and cultural experiences, which complement the theories presented, so that discussions are enlivened and enriched.”

Dr K. Le Meunier-FitzHugues, Professor

“To me, EIPM is not just a school, but a home and a family. Aside from the amazing breadth of knowledge transmitted by the professors from famous European business schools, I was touched by their charisma as well.”

Jean Deng, MBA Alumni

“The EIPM assessment process is a professional and impressive tool, and it is organized by a neutral organisation. This provides unbiased information about our sourcing operations. It is important to use the feedback as input to further development, but more importantly, this process served as a chance to benchmark our activities against other companies.”

Jean-François Baril, Senior VP Sourcing and Procurement