

## VALUE THINKING IN PROCUREMENT

31 October 2019

Procurement has evolved since many years now from being a very 'Transactional' department to building 'Sourcing Strategies' to being considered as a Key partner in 'Value creation' for companies. In many companies though, Procurement is still judged on performance of Hard Savings, fortunately or unfortunately. Can these Hard Savings be communicated as 'Value creation'? What does Value actually mean for Procurement?

Further, what are the different ways in which Procurement can create and add Value? How do we inculcate the 'Value Thinking' approach in our teams? And how do we communicate with our Key Internal Stakeholders about this approach?

This webinar will explore the above questions and encourage discussion from the participants about their views on Value Thinking.

### Main Discussions

- ✓ What does 'Value' mean for Procurement?
- ✓ Value Thinking in Upstream (eg: Value Engineering) and Downstream (eg: Value Analysis and Supplier Development) Procurement.
- ✓ What are some simple ways to add Value ?
- ✓ Changing the perception of Procurement by effective communication.



We will share and discuss many examples along the presentation.

# JOIN US!



## SPEAKER

Manish SHANBHAG  
EIPM Program Manager



## FORMAT

Duration of the presentation  
is 45' followed by 15' Q&A.



## REGISTRATION

Participation is free-of-charge but, as  
the number of places is limited,  
registration is compulsory. To  
register, please visit [www.eipm.org](http://www.eipm.org).



## WHO SHOULD JOIN?

This webinar is designed for  
Procurement professionals interested  
in ideas to introduce Value Thinking  
in procurement in their companies.



## SCHEDULE – 31/10/2019

Two sessions are planned on the same day, to allow participants from all over the world to join:

### SESSION 1

10:00 Paris  
14:30 Mumbai  
17:00 Shanghai

### SESSION 2

16:00 Paris  
09:00 Mexico City  
11:00 Washington DC / Buenos Aires  
12:00 São Paulo

