

Two Day International Supplier Selection.

Course objectives:

To enable participants to search for and identify appropriate suppliers in the international supply arena.

To audit and select suppliers who are capable of meeting quality and other performance criteria.

To set up appropriate agreements and monitor them.

To understand the impact on the supply chain of sourcing from remote locations.

Methodology: Topics will be covered using short lectures with case studies and exercises. All topics are covered by explaining the principles and then immediately applying these principles through exercises (carried out as individuals or in pairs or groups). Discussion is encouraged at all times to elicit examples from the group and to understand some of the issues that are likely to be faced in practice.

Key content:

- International sourcing strategies
- Setting up the specification
- Looking for potential suppliers – how and where to look, types of relationships, partnerships, using agents, opening communications, obtaining information
- Assessing the impact of location on the supply chain (transport, lead times, in-transit inventory, buffer inventory etc)
- Assessing supplier capability (quality, delivery, future capability, system improvement)
- Issues in importation and customs and excise
- Managing the tendering process
- Trial contracts and volumes
- Types of agreements