INSTRUCTOR AND CONTACT INFORMATION

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INTRODUCTION

Strategic sourcing is an approach to supply chain management that formalizes the way information is gathered and used so that an organization can leverage its consolidated purchasing power to find the best possible values in the marketplace.

Strategy Sourcing is an approach to procurement whereby the business needs of the organization are matched with the supplier market. It is much more than simply centralizing procurement. The approach is founded on a detailed understanding of both the spend profile of the organization as well as of the supplier market. This understanding is continually updated in order to deliver ongoing improvements to the organizations sourcing and procurement performance.

A method of managing procurement processes for an organization in which the procedures, methods, and sources are constantly re-evaluated to optimize value to the organization. Strategic sourcing, which is considered a key aspect of supply chain management, involves elements such as examination of purchasing budgets, the landscape of the supply market, negotiation with suppliers, and periodic assessments of supply transactions.

It's a constant process of evaluating your own requirements and what's available in the market at any given time. That's strategic sourcing in a nutshell - making sure you're getting superior value on supplies and services and also making sure you've optimized your internal purchasing processes. You have to consider your budget (just like at home), survey the landscape of potential suppliers, and negotiate the terms of the purchase.
Strategic sourcing is part of internal supply chain management

Supply Chain Management

Strategic sourcing is one aspect of supply chain management (SCM), which encompasses the whole flow of bringing in materials from suppliers and managing the use of information and finances in order to get a product out the door. Sourcing is a collaborative effort between a business and their partners - there must be coordination in generating supply orders, order-taking at the partner's end, and order fulfilment. Supplies must be brought in at the appropriate time and in the correct quantity to maintain a product flow to consumers. Too much supply inventory can result in unneeded costs, and not enough inventory may delay a product's availability to customers. Collaboration can include using software to communicate parameters to your upstream partners (suppliers) and downstream partners (clients). For mid-to-large size businesses, sourcing information flow can be a part of enterprise resource planning (ERP) systems, which gather information from various parts of the business to give management insight into activities and aid them in developing a strategy.

COURSE OBJECTIVE

OBJECTIVES:
In the Supply Chain profession one gets to hear and read a great deal of information about strategic sourcing. It is one of the most powerful tools available to supply chain professionals and organizations to bring significant bottom line results of the company. As the procurement profession has evolved from the Purchasing Agent to Supply Chain mentality, strategic sourcing culminates the transformation as a collaborative process that is producing immediate and significant results required by the top management.

Strategic sourcing is the organized, collaborative and structured process of critically analyzing an organization’s spending across locations with select suppliers and using this information to make business decisions about acquiring commodities and services more effectively and efficiently. This process helps Organizations to optimize performance, minimize price, increase achievement of socio-economic acquisition goals, evaluate total life cycle management costs, improve vendor access to business opportunities, and otherwise increase the value of each dollar spent. Strategic sourcing is a proven best practice and reflects how the Sourcing Department acquires goods and services.
Strategic sourcing is organized since some type of methodology or process is needed; it is collaborative since one essential requirement for any successful strategic sourcing effort is that of getting functional elements other than Procurement involved in the decision making and evaluation process. Used to create knowledge and value in the customer – supplier interface.

The objectives of this course are to help the student develop knowledge and skills in the areas of purchasing and materials management, an increasingly important element of modern global commerce.

This course aims to equip the participants, with the knowledge and techniques of purchasing as well as the legal issues affecting purchasing, the principles and practical knowledge required to plan and control inventory, a working knowledge on the principles and techniques of good sourcing practices for effective management of their organizations.

METHODOLOGY:
The program combines with a blend of formal instructions, interactive discussions, case studies, audio-visual presentation, practical demonstrations and written assignments, Role Plays intended to allow students to solve practical problems

LEARNING OUTCOMES

Upon completion of this course, students will be able to complete the following key tasks:

- Recognize the Fundamentals of Strategic Sourcing Theory and Practice
- Develop and Implement commodity Strategy
- Organize Strategic Supply Planning
  - Employ Tools for Supply Management
- Understand and use the Supplier Perception Matrix
- Know how to manage Supplier Selection and Relationship Management
  - Develop and use Spend Analysis/Portfolio Analysis
- Conduct -Negotiation and Contract Award using
  - Cost & Price Analysis
  - Goals and Metrics
- Manage Supplier Performance Management
- Implement e-procurement initiatives
COURSE DESCRIPTION

In today’s fast moving, competitive environment, all major projects need to be aligned with corporate objectives. Sourcing has the potential to deliver significant benefits, but large projects require substantial effort and often result in considerable change in the organisation. These projects demand resources and management attention that, depending on corporate priorities, may be better directed elsewhere. Good contracts often flounder because alignment with the corporate operating model is not adequately addressed. All of these factors should be considered prior to initiating sourcing activities. Strategic sourcing is an instrument for flexibility.

Neither a rigid decision nor a static contract, sourcing should and increasingly is being viewed as a “topdown” tool to connect strategy with implementation. It means moving away from providing services, on a function-by-function or business-unit-by-business-unit basis, to managing services on a company-wide scale. Designing and implementing service propositions that capture enterprise scale and maximize synergies is not easy and requires that a company addresses interconnected needs and capabilities across often far-flung global operations. However, companies across all industries that can move in this direction will enjoy better performance and cost efficiencies than organisations which persist with a function-by-function approach and redundant, subscale services.

The strategic approach results in an alignment between sourcing options and business objectives, and leads to more significant and sustainable benefits for the company. This program will describe strategic sourcing, propose a standard set of definitions, explain what distinguishes strategic from tactical sourcing, and indicate why we think that the former approach can be a significant differentiator for companies as they strive to enhance their competitive advantage.

Sourcing goes beyond the simplistic formula of ‘outsourcing what isn’t core’. Instead, a strategic approach to sourcing connects the company’s operational base to its business aspirations. It ensures that the service delivery model is not only aligned with, but can also help to drive forward, the critical operational and information technology (IT) aspects of the business strategy. This approach means going back to basics by considering the direction in which the business is heading and using sourcing options to help take it there.

Many executives fall into the trap of thinking of sourcing initiatives as merely tactical or technical projects rather than long-term, significant strategic programmes that fundamentally change the profile of the organisation. It is vital that companies do not underestimate the strategic value of their sourcing as the foundation for on-going success.

REQUIRED COURSE MATERIALS AND READINGS

Suggested Readings/ References:
1. Sourcing and Supply Chain Management—5e, Monzca, Handfield, Guinipero, Patterson, Cengage India
OPTIONAL COURSE MATERIALS & READINGS (CASES, ARTICLES, REPORTS ETC)

Articles from the Internet.
HBR case: How Chrysler created an American Keiritsu

EVALUATION CRITERIA

Components and Weights

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<thead>
<tr>
<th>Components</th>
<th>Weightage (%)</th>
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<tbody>
<tr>
<td>Component 1 quiz</td>
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ACADEMIC DISHONESTY

It is the responsibility of each student to become acquainted with and to uphold the ideals set forth by the university. Cases of academic dishonesty shall be processed in accordance with the Academic Integrity Policy prescribed by the university. For any clarification, contact the administration department

DETAILS OF SESSION: TENTATIVE COURSE SCHEDULE

<table>
<thead>
<tr>
<th>WEEK</th>
<th>SESSION NO.</th>
<th>TOPICS TO BE COVERED</th>
<th>ASSIGNED READING, CASE DISCUSSION, ASSIGNMENTS</th>
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<tbody>
<tr>
<td>Day 1 &amp; 2</td>
<td>Session 1 to 3</td>
<td>Introduction to Purchasing and supply chain Management.</td>
<td>Recommended text Chapters 1, 2, &amp; 3 Additional reading</td>
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<td>Purchasing and supply Management</td>
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| Day 2&3 | Session 4 to 6 | **Role of purchasing in organizations**  
Supply chains and value chains  
Evolution of Purchasing to Supply Management  
then to  Sourcing management | Ratio of RMC to  
selling price – a view  
across industries.  
Assignment # 1.  
(Internal evaluation) |
| Day 2&3 | Session 7 to 9 | **Sourcing Policies and Procedures**  
Procurement categories  
- Raw Materials  
- Components  
- Semi-Finished Products  
- Finished Products  
- MRO items  
- Product support Items  
- Services  
- Capital Equipment | Recommended text.  
Chapter 4, 6, 9  
Assigned Case: Spartan Heat Exchangers,  
(How to deal with  
strategic changes in a dynamic environment)  
(Internal evaluation) |
| Day 4&5 | Session 10 to 14 | **Purchase Management,**  
Introduction to sourcing fundamentals,  
**The Sourcing Process**  
Sourcing objectives  
Responsibilities of Sourcing  
Relationship with other Departments  
Cross Functional Teams in  
Sourcing  
Price and Pricing Issues  
Strategic Sourcing,  
Aligning supply management and  
enterprise objectives  
Types of supply management strategies  
Evolving sourcing strategies  
Portfolio management.  
Management of inventories  
Supply management organization and  
structure | Recommended text.  
Chapters 5 & 6  
Assigned case.  
Purchase Portfolio Analysis. United Express.  
development of a frame work for sourcing)  
Case: Inventory Octopus, Grillrite  
(Internal evaluation) |
| Day 5,6,7 | Session 10 to 14 | **Supplier selection, Management and Development/ Outsourcing**  
Supplier evaluation and selection process  
Key supplier evaluation criteria  
Developing a supplier evaluation and selection  
survey  
Reducing supplier evaluation and selection  
cycle time  
Integrating supply management, engineering,  
and suppliers to develop new products and  
services  
Supplier performance measurement | Recommended text.  
Chapter 7  
Assigned cases. SRM.  
Sourcing Dilemma |
# Course Outline

## Year: 2017 | Trimester: 4

### Session 15 to 18

#### Day 8 & 9

- **Rationalization and optimization**
- **Supplier development**
- **Managing supply base risk**

(Internal evaluation)

#### Purchasing Contracts and Negotiations

- **Negotiation framework**
- **Negotiation planning**
- **Power in negotiation**
- **Concessions**
- **Negotiation tactics: trying to reach agreement**
- **Win-win negotiation**
- **International negotiation**
  - Comprehensive global negotiation skills and enhanced cultural understanding
- **Impact of electronic media on negotiations**

**Recommended text.**

- Chapters 13 & 14

**Assigned cases.**

- Negotiations, IBN,
- Preparation of Contracts/Non-disclosure Agreements.
- Case: Kaiser Optics.
- National Institute of Immunology.
- ABC Furnishings.

**Case: DPL/Filter Inserts-Role Play.** (Internal Evaluation)

### Session 19 to 21

#### Day 10 & 11

- **Tools and techniques;**
- **Value Analysis, Value Engineering, Process Management, Purchasing Performance Measurement**
  - Purchasing and supply chain performance measurement and evaluation
  - Developing a performance measurement and evaluation system
- **Outsourcing**
  - E-procurement
  - Evolution of e-SCM systems
  - E-sourcing basics

**Recommended text.**

- Chapter 12 & 18
  (Internal evaluation)

(supplier performance monitoring, supply strategies)

### Session 22 to 24

#### Day 11 & 12

- **Quality in MM,**
  - Factors affecting supply management’s role in managing supplier quality
  - Supply quality management using a TQM perspective

- **Global Sourcing**
  - Why Global Sourcing?
  - Developing a worldwide sourcing program
  - Moving to a global sourcing philosophy

**Recommended text.**

- Chapter 8, 11
- Managing Supplier Quality, International Purchase Price Determination.
- Case: Bangalore Agricultural and Complex Parts
  (Internal evaluation)
**Note: Faculty should give tentative schedule of all the 24 sessions and Topics to be covered along with the cases and assignments if any. (If required, changes can be done at later stage)

** 1 Session= 75 Min. (1.15hr)