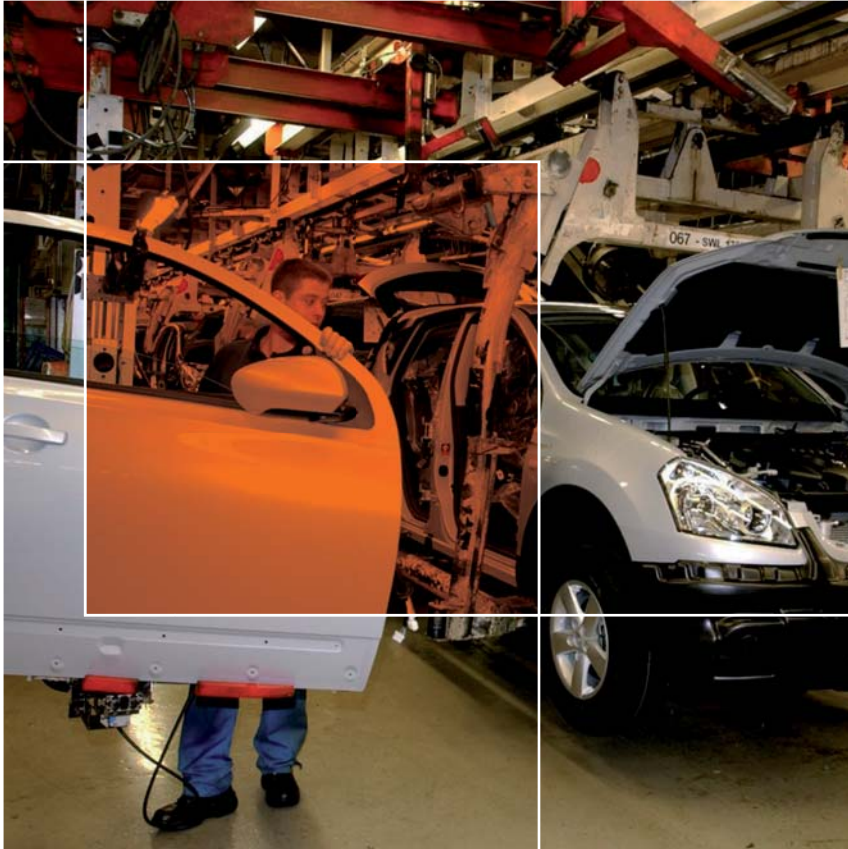


SUPPLY CHAIN PARTNERING

LEADING TO NVQ LEVEL 3



The right partnerships, built on mutual trust and respect, are invaluable to both manufacturers and suppliers – while the wrong ones can leave both parties exposed to greater risk and greater cost than necessary.

The skills required to maintain good relationships with suppliers are, therefore, critical to any company's continued success. Unfortunately, such skills are not as instinctive as many organisations sometimes like to think, with supply chain efficiency and bottom lines both frequently suffering as a result.

Who Is The Programme For?

Supply Chain Partnering, developed in partnership with SpringTide Consulting, is aimed at buyers, senior buyers and managers who interact with supply chain partners on a regular basis. It is designed for manufacturers who want to increase the effectiveness of their supply chain and maximise the value derived from their regular procurement activities, while building strong and lasting relationships with the supplier community they depend on.



Helps manufacturers maintain successful relationships with suppliers for sustainable competitive advantage

Why Should You Consider This Programme?

Maintaining better relationships with your suppliers can help streamline the supply chain process and reduce the bottom-line costs associated with the provision of stock to your manufacturing centres.

Any organisation that takes the time and trouble to refine and enhance its relationships with supply chain partners will find those partners more trusting, more supportive and more willing to deliver the competitive advantage that all manufacturers are ultimately looking for.

How Does The Programme Work?

Supply Chain Partnering is a workshop-based training programme that incorporates both theory and practice with a constant focus on the trainee's real-life working environment.

Training is delivered in a mix of group and one-to-one sessions over six, one-day workshops, with each workshop including elements of:

- Supplier relationship management
- Negotiation
- Strategic purchasing
- Change management
- Cost analysis

All trainees will pass through a series of core modules, which look in depth at:

- Maintaining operational relationships within the supply chain
- Analysing information about the supply chain
- Applying improvements to the supply chain

Participants then choose a further six optional modules out of a comprehensive range of 13, depending on current skill levels and individual requirements. These optional modules cover a wide range of supplementary skills, from successful monitoring of project tasks to better control of supplies at storage facilities, and from completing import procedures to meeting critical export requirements.

Upon completion of the programme, trainees will receive a NVQ Level 3 and will become Associate Members of the Chartered Institute of Purchasing and Supply (CIPS).

About SpringTide Consulting

SpringTide Consulting supported the design and development of the Supply Chain Partnering training programme. SpringTide was founded by Mike Utting, a member of the Chartered Institute of Purchasing and Supply with many years' experience in the manufacturing sector at a variety of levels and particular expertise as a procurement professional. SpringTide is fully validated against the Skills Academy's standards for training provision.

The Skills Academy's unique Learning Engine integrates the five critical phases of the learning cycle: analysis; preparation; delivery; follow-through and evaluation. This facilitates a fully-integrated, systematic approach to work-based learning, customises learning, maximises economic benefit, and encourages continued learning.



Assured Excellence

The National Skills Academy for Manufacturing (the Skills Academy) is a beacon of security for employers. All providers delivering the Skills Academy's products have successfully completed a thorough validation process, proving their competence to deliver world-class subject knowledge through leading-edge training and techniques tailored to the manufacturing sector. This ensures they deliver the best content in the most powerful and cost-effective way possible, so that programme members receive the best value training to world-class standards.