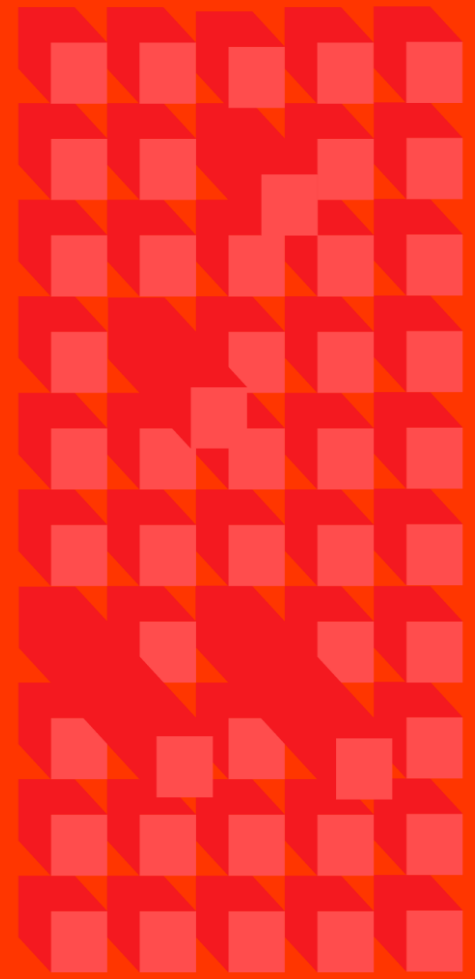


PwC's Business School Procurement Bootcamp



Do you want to realise the untapped benefits of your Procurement function?



The **Business landscape** is evolving rapidly and with this comes the need for **disruptive innovation** to match the **pace of change**...

The result?



More complex **demand and supply** interplay and a different 'Cost Structure' which requires a lot more than the '**traditional procurement mind-set**' to address



In PwC's view, the **Procurement function of the future** has a more **strategic role** to play in the 'Cost Management' agenda and must:

- 1 Shift focus from cost to value and ROI
- 2 Seek opportunities to leverage economies of scale
- 3 Approach supplier collaboration and innovation differently
- 4 Embrace digitisation to drive, enable and support this transformation

PwC's '**Procurement Bootcamp**' is designed to equip **Procurement, Finance and Cost Management practitioners** across various industries to improve their organisations' '**source to pay**' processes and get on the right path to '**buying smarter**'. Our courses are carefully curated to:

Address key Procurement themes from Strategy through Execution

Leverage practical case studies that mirror various real-life Procurement scenarios

Highlight principles that can be tailored to various industry contexts

We also offer 'bespoke' Procurement training (based on specific client needs) at your preferred location

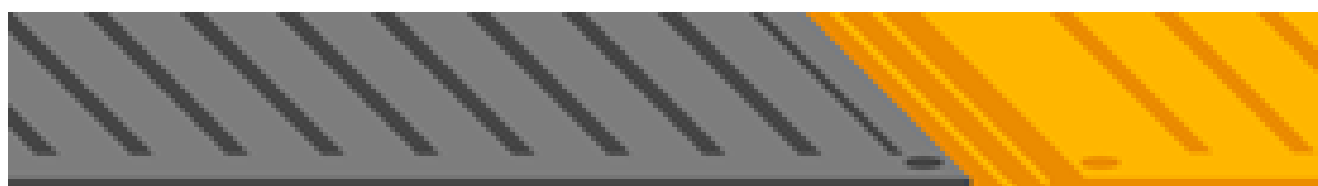


Procurement Bootcamp Curriculum

www.pwc.com



Course Name	Course Highlights	Date	Cost (NGN) VAT Exclusive
Procurement Foundation	<ul style="list-style-type: none">• Procurement Planning & Strategy Development• Linking Corporate to Procurement Strategy• Emerging Procurement trends• Implementation Planning	19 March 2020	N150,000
Strategic Sourcing	<ul style="list-style-type: none">• Understanding Mindsets• Evolution Of Negotiation Theories• Guiding Principles Of Sourcing Negotiation	18 June 2020	N150,000
Procurement Strategy Development	<ul style="list-style-type: none">• Spend Analysis and Opportunity Assessment• Supply Markets Analysis• Developing Category Strategies• Value Analysis and Total Cost of Ownership	22 July 2020	N150,000
Negotiation Fundamentals	<ul style="list-style-type: none">• Vendor Relationship Management Framework• The 'Vendor' Perspective• Applying Behavioral Competencies To Vendor Relationships	24 September 2020	N150,000
Optimising Supplier Relationships	<ul style="list-style-type: none">• Overview of key Source-to-Pay Elements• Source-to-Pay Challenges and Leading Practices• Source-to-Pay Risks, Controls and KPIs	24 November 2020	N150,000



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About PwC

At PwC, our purpose is to build trust in society and solve important problems. We're a network of firms in 158 countries with more than 250,000 people who are committed to delivering quality in assurance, advisory and tax services. Find out more by visiting us at www.pwc.com/ng

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