

# ***How to Manage Cost Workshop***

Practical and theoretical insights into product costing and profitability analysis

*9 September in Hanoi | 13 September in Ho Chi Minh City*

8.30 am – 5.00 pm

## **Objectives**

To assure you of the central role that costing and profitability analysis should have by providing significant contributions to the decision making and budgeting process of any organization.

## **Who should attend?**

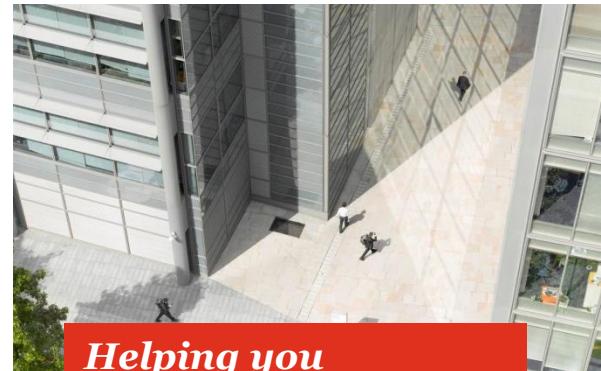
Managers and officers from business, finance and operations of both financial services and non-financial services companies, who are involved in providing or using enterprise performance information related to cost management, profitability analysis, and planning & budgeting.

## **Language**

English & Vietnamese

## Why I should attend

- ▶ Which of your products, which of your customers or distribution channels are the most profitable, which are the least profitable?
- ▶ Which products, customers should you focus on when you are developing your business strategy?
- ▶ What will happen to your costs if your sales volume increases next year?
- ▶ Which department is working over or under its maximum capacity?
- ▶ Which part of your business process consumes more costs and where should you start to enhance your process efficiency?



**Helping you  
create a professional  
and sustainable cost  
model**

### **Our workshop will bring you:**



Best practices of **how to successfully implement and use a cost model** in your company



**Methodology** of cost allocation and cost management



Opportunity to **practice the cost model by yourself** using well-known professional cost management software **CostPerform** on our dedicated laptops

### **Interested?**

*Join our upcoming sessions ...*

**9 September 2016**

16<sup>th</sup> Floor – Keangnam Landmark 72,  
Pham Hung Road, Nam Tu Liem Dist., Hanoi

**13 September 2016**

8<sup>th</sup> Floor, Saigon Tower,  
29 Le Duan, Dist.1, Ho Chi Minh City



# Workshop agenda

- Benefits of professional costing & profitability analysis
- Theories of costing: Activity Based, Time Driven, Multidimensional
- Implementation tools: spreadsheets, ERP or specialized software?
- Pitfalls & success stories of cost modeling in Vietnam and overseas
- Practical training\* with CostPerform software on laptops provided by PwC during the course

\* Participants are allowed to use a **full demo version of CostPerform** to have experience and practice with the knowledge they gained on the workshop.



## About your workshop leaders



### Dinh Hong Hanh

Hong Hanh is Director in charge of Financial Services Consulting in PwC Consulting Vietnam. She has intensive experience of cost management, financial management and operational processes of international and Vietnamese banks through consulting projects for cost allocation & profitability analysis, Fund Transfer Pricing, management information design, performance management framework, chart of accounts design, and operational and financial review.

Hanh is Project Director of cost allocation and profitability analysis project for one of the top 5 banks and a national health organisation in Vietnam.



### Mai-Hanh Levitt

Mai Hanh is Director in charge of Management Consulting in PwC Consulting Vietnam. She has a wealth of industry experience and consulting pedigree from years of experience in the United States of America, South Africa and South-East Asia. Hanh delivers organizational efficiencies and financial savings to multinational companies experiencing major strategic changes, her professional experience crosses a variety of industries including Oil and Gas, Aerospace, Entertainment, Consumer Products, Automotive, Telecommunication and Horticulture.

Hanh is Project Director of cost allocation and profitability analysis consulting project for one of the biggest telecom companies in Vietnam.



### Eric van der Vorst

Eric is an implementation partner at QPR CostControl in The Netherlands. Eric has fully specialized in the field of costing & profitability analysis. He has worked on a number of cost modeling implementation projects for large firms in The Netherlands, including projects for healthcare organisations, insurers, NGO's and government. His company, QPR CostControl, has over thirty years of experience in costing and has developed the specialized cost management software CostPerform. CostPerform is used by more than 500 companies in more than 35 countries including the US, Australia and the UK. PwC has done multiple costing projects with CostPerform worldwide.



### Nguyen Thi Tuyet Hanh

Tuyet Hanh is Senior Manager in Management Consulting in PwC Consulting Vietnam. She has experience in accounting/finance, emphasized on financial accounting, management accounting, budgeting and cost analysis. She brings strong cross-border and multicultural working experience with different multinational companies in Australia and Viet Nam, crosses several industries, such as education, telecommunication, manufacturing. Hanh is key manager in a consulting project of cost allocation and profitability analysis for one of the biggest telecom companies in Vietnam.

# How to register

Please register the following participants:

Name : Mr/Mrs/Ms.....

Designation: .....

Email: .....

This person will participate in:  Hanoi session  Ho Chi Minh City session

Name : Mr/Mrs/Ms.....

Designation: .....

Email: .....

This person will participate in:  Hanoi session  Ho Chi Minh City session

## Contact person

Name : Mr/Mrs/Ms.....

Designation: .....

Company: ..... VAT Code: .....

Address: .....

Tel: ..... Email: .....

**Closing date for registration is Monday, 22 August**

Registration can be made by emailing the completed form to: **pham.thi.thai@vn.pwc.com**

Attendance will only be confirmed  
**upon receipt of payment .**

The fee is VND 7.800.000 (VAT excluded)  
Please make payment to:

**Account name** PricewaterhouseCoopers Consulting (Vietnam) Limited

**Account number** 8559889 (VND) | 8559890 (USD)

**Bank's name** ANZ Bank (Vietnam) Ltd  
13 Hai Ba Trung Street, Hanoi

**Swift code** ANZBVNVX

**Description** PwC's Academy \_ Cost management workshop\_[Company's name]

## Cancellation Policy:

If you are unable to attend, a replacement is welcome. For cancellation received in writing at least seven (7) days before the workshop, a full refund will be made. No refund (or full rate will be charged) if a cancellation occurs less than 7 days before the workshop date. Notice of cancellation must be made in writing to us.

## Record of Completion:

The record of completion will be awarded on successful completion of the workshop

## Reservation Hotline:

For registration and reservation enquiries, please call **Thai** on +84 982124782

## Change of Venue/Date/Programme:

The organiser reserves the right to change the venue, date and programme if there is insufficient demand for the workshop or due to other circumstances outside our control.