



ADVANCED
PURCHASING
DYNAMICS

Lowering Material Costs Using Detailed Cost Breakdowns - A Training Course for Purchasing Professionals

Hosted by Advanced Purchasing Dynamics, LLC
April 17-18
Detroit, Michigan

Staying at the top of your game. Putting your best foot forward. Survival of the fittest.

No matter which expression you choose to embrace, the two-day training course offered by Advanced Purchasing Dynamics (APD) will help you achieve it. Purchasing professionals understand that effective material cost management is critical to success. During the comprehensive course, participants will learn techniques that transform cost breakdowns into the cornerstone of material cost management.

Cost breakdowns have the potential to provide buyers and managers with the actionable data to improve purchased material cost. APD's course enables buyers and managers to realize this potential by providing them with the skills and knowledge required to build effective cost breakdowns and analyze information they obtain. Then, participants will discover how to apply this powerful information.

Course participants will learn:

- How to construct detailed requests for quotations to maximize their impact
- Strategies to ensure suppliers provide the detail sought – accurately and honestly
- Analysis techniques to accurately identify **should be** costs
- Techniques to effectively use the information in negotiations
- How to utilize detailed supplier quotes to identify global sourcing opportunities
- Modeling approaches to build cost estimating models based upon competitive quotations

Personal benefits from the seminar discussions include:

Valuable knowledge – a greater understanding of operations and accounting, thereby increasing your personal ability for lateral and promotional moves.

Less stress – negotiations move from “win-lose” propositions to more collaborative, less stressful events with a partner.

More time – Resolution of issues becomes easier as a uniform, data-driven approach is used consistently. Your time is available to focus on value-added, cost-reducing activities.

The training course is scheduled for April 17-18 within the metropolitan Detroit area. Total per person fees are \$795, including lunch. . Since the course will be trained in a hands-on workshop format, attendance will be limited. For further details, please contact Advanced Purchasing Dynamics at 734-927-0836.