



ADVANCED
PURCHASING
DYNAMICS

Understanding and Managing Material Cost

A training course to optimize cost management tools

Hosted by Advanced Purchasing Dynamics, Inc.
September 14-15, 2011

*Your goal is to control and reduce costs of purchased materials.
The solution is APD's Understanding and Managing Material Cost course.*

APD has developed *Understanding and Managing Material Cost* to improve buyers' results managing and reducing material costs by:

- Providing buyers with the knowledge required to assess which commodities can benefit from Cost Based Tools such as detailed cost breakdowns which can be effectively managed using Price Based Tools like e-auctions and multi-round bidding
- Greatly improving the benefits of supplier detailed cost breakdowns by providing participants:
 - A fundamental understanding of manufacturing cost accounting methods providing participants with the knowledge necessary to dissect and analyze detailed cost breakdowns that are provided by suppliers.
 - Key insights into where to look for cost reduction opportunities and how to ensure that suppliers are quoting openly and honestly.
 - Specific cases and detailed check sheets designed to reinforce key concepts.
 - Effective strategies for getting suppliers to complete detailed cost breakdowns.
- Increasing the effectiveness of Market Pricing tools like E-Auction, Multiple Bid Rounds and Carousel Negotiations.
- Making use of sophisticated cost modeling tools like regression and statistical analysis understandable and practical for should-be cost analysis and cost model development

Our training is developed and delivered by purchasing executives, real world experts who understand the materials and how to achieve success in managing material costs.

Because APD focuses solely on providing guidance to buyers and sellers of manufactured goods and services, the skills learned during the two-day seminar will deliver the precise knowledge you need with pinpoint accuracy.

The training course is scheduled for September 14th-15th, 2011 in Plymouth, MI. All levels of purchasing professionals are welcome. Total per person fees are \$850, including lunch. The course will be delivered in a hands-on workshop format, and attendance will be limited. To reserve a spot in this or a future session, please contact Advanced Purchasing Dynamics, Inc. at 734-927-0836 or email charris@apurchasingd.com.

Optimize your performance. Maximize your cost management. Succeed in today's environment. Accomplish all three by joining us for APD's skill development course.