



Managing Suppliers for Competitive Advantage

May 30 - 31, 2018 | 9.00am - 5.00pm | Concorde Hotel Shah Alam

FACILITATOR

Mr. Sekar Ponnar is both a practitioner and an educator in the field of Logistics, Supply Chain & Procurement. He holds a MBA (General Management) from University of Hull, UK, a Bachelors Degree (Hons) in Economics from University Malaya and an Advanced Diploma in Logistics Management, UK from the Chartered Institution of Logistics & Transport in Malaysia, of which he is a Chartered Member. Mr. Sekar has a solid 20-year experience in the field of Logistics, Procurement & Supply Chain gained through his work stint in big conglomerates and Multi-National Companies at various levels ranging from junior to Executive level in the areas of manufacturing, logistics service providers, implementation of supply chain management, setting up 3PL logistics management and liaison with various authorities. He has also assisted clients to improve their supply chain management and develop the integrated logistics systems, stock level reduction, improve the purchasing and inventory management performance and enhance customer service standards. In his 20 years of service in the corporate world, Mr Sekar has covered different geographical areas from local operations to regional scope including the whole of Asia. He has wide management exposure in different areas of business; having held key management positions in Logistics Operations, Inventory Management, Procurement and Supply Chain. Mr. Sekar also serves as consultant for GLG Asia (based in Singapore), Rakan Ikhlas Sdn Bhd and Generic Business Solutions Pt Ltd (based in Ahmedabad, India) in the field of Logistics, Supply Chain & Procurement. Besides his work, he actively involves himself in teaching and training. As a PSMB certified trainer, Mr. Sekar has been a corporate trainer since 2010 and has given lectures and conducted in-house training programmes for the companies he served and external companies ranging from negotiation skills, contract management, sourcing skills & developing savings action plans, warehouse management, Fundamentals of Procurement, Fleet Management, Supply Chain Management, Business Process Reengineering, Developing comprehensive Standard Operating Procedure for Procurement, Logistics Management, Inventory Planning & Control and Transport & Distribution. He has the unique ability to connect with people and uses humor and creative teaching techniques in his workshop sessions. He adopts a practical approach and provides relevant applications in his session. He is also able to simplify the theories and relate them to real life examples to enhance the learning process.

WHO SHOULD ATTEND

Purchasing/Procurement Managers, Executives, Officers, Finance (Account Payable), Production and those who are dealing with suppliers

For further enquiries, please contact:

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FMM Institute

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OBJECTIVES

- Able to understand the importance and criteria used for selecting the right suppliers
- Understand methods used in supplier performance evaluation
- Know the role of Supply Positioning Model in managing and developing the suppliers for long term mutual benefit in order for Companies to retain the competitive advantage

CONTENTS

- Supplier Management – The Basics
- Selection of Supplier – The Process
- Supplier Performance Evaluation
- Supplier Management
- Supplier Relationship Management
- Supply Positioning Model
- Supplier Development
- Supplier Management – The Unspoken Side

ADMINISTRATIVE DETAILS

Dates : **May 30 - 31, 2018**

Time : 9.00 am – 5.00 pm

Venue : **Concorde Hotel Shah Alam**

8 Jalan Tengku Ampuan Zabedah C9/C

40100 Shah Alam, Selangor Darul Ehsan

Fees : FMM Members – RM 1,272 per participant

(Inclusive of 6% GST)

Non Members – RM1,590 per participant

(Inclusive of 6% GST)

(Fees include course materials, Certificate of Attendance, lunch and refreshments)

*** Enjoy 10% for registration of two (2) and 20% discount for registration of three (3) or more participants from the same organisation and of the same billing source.**

IN-HOUSE TRAINING AVAILABLE

Registration is on a first-come first-served basis. Cheques made in favour of the "FMM Institute" should be forwarded one week before the commencement of the programme. Completed registration form, that is faxed, mailed or e-mailed to FMM Institute, would be deemed as confirmed.

All cancellations must be made in writing. There will be no charge for cancellation received 14 or more working days before the start of the programme. Cancellation received 7 – 14 working days before the start of the programme is subject to a cancellation fee of 50% of the course fees. Cancellation received 6 working days and below before the start of the programme is subject to a cancellation fee of 100% of the course fees. If the participant fails to attend the programme, the full course fees are payable. However, replacement can be accepted at no additional cost.

The FMM Institute reserves the right to change the facilitator, reschedule or cancel the programme and all efforts will be taken to inform participants of the changes. Should the programme be cancelled or postponed, FMM Institute is not responsible for covering airfare, hotel or other travel costs incurred by the participants.

REGISTRATION FORM

Managing Suppliers for Competitive Advantage

May 30 - 31, 2018 (Wednesday-Thursday) Concorde Hotel Shah Alam

The Assistant Manager

FMM Institute

Tel: 03-62867200

Fax: 03-62776712

GST Registration No.001764515840

Please tick (✓) accordingly:

PSMB Scheme: SBL Non Contributor

Require vegetarian meal: Yes No

For Muslims only:

- Ramadan Buffet after programme at Concorde Hotel Shah Alam
- Not joining the Ramadan Buffet (entitled for RM106.00 discount from the programme fee)

Dear Madam,

Please register the following participant(s) for the above programme:

(To be completed in **BLOCK LETTERS**)

1. Name **Designation** **E-mail**

Nationality

IC No.

2. Name **Designation** **E-mail**

Nationality

IC No.

3. Name **Designation** **E-mail**

Nationality

IC No.

(If space is insufficient, please attach a separate list)

Enclosed cheque/bank draft No. _____ for RM _____

being payment for _____ participant(s) made in favour of the "FMM Institute".

Submitted by:

Name: _____

Designation: _____ E-mail: _____

Company: _____ FMM Membership No.: _____

Address: _____

Tel No.: _____ Fax No.: _____ Date: _____

My Corporate Identity No.: _____ GST Registration No.: _____