

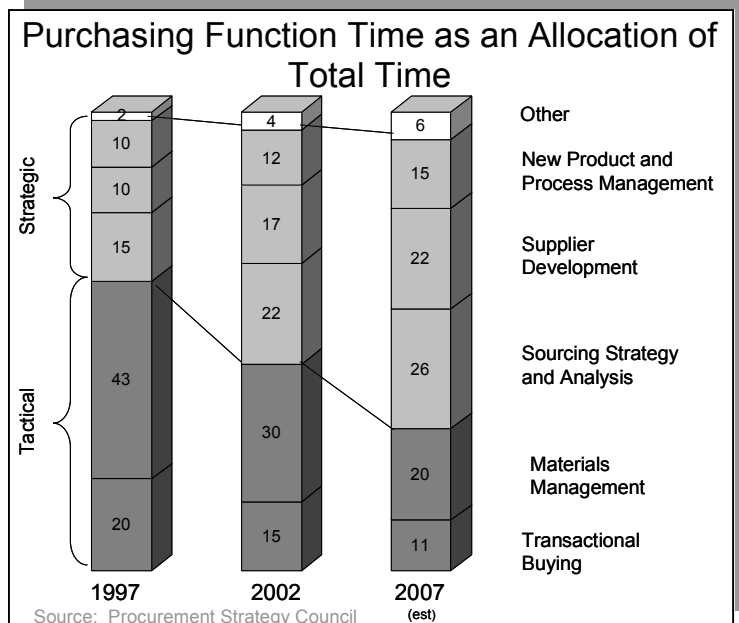
## Are Your Training Programs Matching The Shift To Strategic?

Talent or the collective skills and experiences of the people in an organization is a very important asset but it is often neglected, especially in these days of shrinking budgets.

The linkage between the performance of an organization and its staff's skill sets is readily understood. However, when it comes to actually improving the people's skill sets, there are often little or no formal training programs in place for job specific growth and development, especially within supply chain. Many people learn solely by "On the Job Training," which often omits critical skills and techniques, forcing a tactical nature in the approach to the job.

We have an extensive library of various training modules already built and honed through use, and can quickly leverage this knowledge

and adapt it to your industry and challenges. Knowing that cost is a primary concern for companies, we are flexible in our delivery, having conducted the training in the traditional class room style environment, and on the web. Some of our clients have utilized us in delivering their monthly continuing education to their geographically dispersed staff.





## Most Requested Training Modules

Category Management

Industry Analysis

Financial Analysis of Suppliers

RFQ/RFP Development for Quantitative Evaluation

How to Conduct a Supplier Visit

Negotiation Training

Purchasing Law Basics

Data Analysis Basic and Advanced

Project Scoping

Leading a Project Team

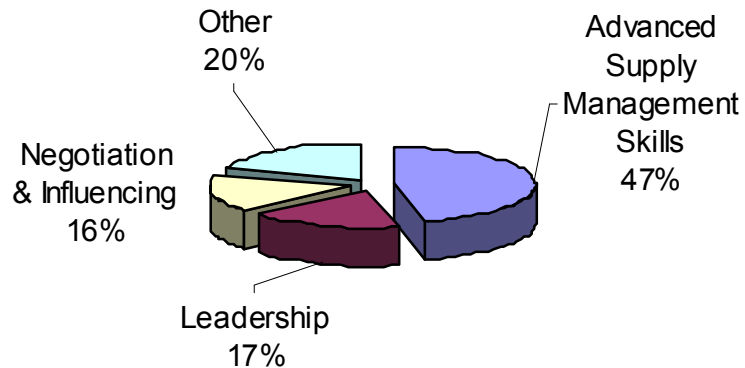
# How Does Your Training Program Measure Up?

According to a Recent Center for Advanced Purchasing Studies (CAPS), the average annual spend on training was \$852 per supply management employee.

An interesting point in this study is that the training spend increased or stayed the same at 70% of the companies surveyed over the prior year. Leading companies realize that the key to continued savings is maintaining or improving the skill of the supply management staff.

The shift to focusing on strategic activities was matched by where the training monies were spent. Almost 48% of the training dollars were allocated to professional supply chain management skills development, with the remainder divided equally amongst the other categories.

### Training Spend Allocation



We can help you assemble a lean, cost effective training program that will give your employees the edge they need to drive results to the bottom line.

## About Sourcing Savvy

We are a group of proven business leaders and functional experts that also cycle as advisors. This allows us to develop a viewpoint of having first hand experience while melding best practices from elsewhere. We feel that this is a unique advantage that gives us perspectives unmatched by other advisory groups.

For more information on training programs, please contact Jeff Vogt at [jeff.vogt@sourcingsavvy.com](mailto:jeff.vogt@sourcingsavvy.com) or by phone at 321-406-1946