

# SMA-ISP

## Saving Cost in Service, MRO and Indirect Procurement

### 服务类、MRO 及机构采购的节省成本方法

主讲: **Walter Buczynski, CPSM, C.P.M., CPCM, MS**

**Date:** 2009 年 1 月 8-9 日

**Venue:** SCMC 上海培训中心

**Language:** English

#### Overview

This program takes Indirect purchasing onto a higher level, with proven strategies to cut costs, eliminate waste, provides better control and streamline processes. This program will help procurement professionals to better manage relationship with their key suppliers and improve service quality to internal customers. The program presents a framework for Indirect strategy planning and execution to enable purchasing managers to have the techniques and tools to improve supplier response time, trim transaction and process costs and enhancing communication management.

#### 课程目标

- Ø The overall framework of indirect purchasing and operation models
- Ø How to perform spend analysis
- Ø How to do supply market analysis
- Ø How to develop effective category management strategy?
- Ø How to leverage your Indirect spend for significant cost reduction.

#### 授课方式

英语授课 + 案例讨论

Lecture + Case study

#### 培训时间和地点

2009 年 1 月 8-9 日两天, SCMC 上海培训中心

#### 培训对象

Indirect, MRO, service and corporate purchasing and supply management professionals, administrative manager involved in corporate purchasing, who want to reduce costs and increase the effectiveness and performance of their procurement.

以降低成本和提高采购绩效为目标的间接采购、MRO 采购、服务采购等的公司采购与供应链管理相关团队, 以及参与公司采购的行政经理人员。

#### 课程内容亮点 Highlight:

- A. How is Indirect procurement different from other purchasing?
- B. What are some of the effective indirect procurement planning framework for indirect purchasing?
- C. Why is analysis of internal customer needs & external market place critical to indirect procurement planning process?
- D. Know yourself: how to conduct spend analysis
- E. Leveraging your spend to cut transaction costs and administrative effort
- F. Managing communications; Suppliers; Carriers; Users
- G. Advanced indirect supplier relationship management: Implementing key supplier alliances
- H. Re-engineering your indirect process; Integrating process improvements to reduce administrative effort
- I. Outsourcing service: an option in MRO, indirect and corporate supply management
- J. Corporate buying for indirect cost leadership
- K. Procurement cards initiative – an option to cut internal transaction steps, improve supplier response and drive down cost
- L. Leveraging e-sourcing to improve indirect; Online catalogs; Sourcing on the Internet

## 讲师介绍

**Walter E. Buczynski C.P.M., CPSM, CPCM, MS**

### Summary of Experience

- Ø Procurement/E-Procurement Director, *Sony* 索尼公司, 采购总监
- Ø Vice President Manufacturing, *Microspeed*, 微速公司, 生产副总裁
- Ø COO, *Pioneer Electronics* 先锋电子(深圳), 总运营官
- Ø Senior Manager, Supplier Management, *SoCalGas*, 南加州燃气公司, 供应商管理高级经理
- Ø Director of Materials, *Diasonics* 公司, 材料总监
- Ø Senior Advisor, Manufacturing, *SAIC* 公司, 高级生产顾问
- Ø Materials Manager, *Counterpoint Computers* 公司, 材料经理
- Ø Senior Subcontract Mgr, *GTE* 公司, 高级合同经理
- Ø Contracting Officer, *US Gov.* 美国政府, 授权合同官

Mr. Buczynski has over 30 years of key leadership roles with large and medium size corporations. His responsibilities covered eProcurement, Corporate Procurement, Operations, Materials Management, Manufacturing, Strategic Planning, Logistics, Supplier Quality Assurance and Information Systems Implementation. He has successfully implemented new Strategic Sourcing activities, Purchasing Card, and Supplier Alliance programs. He is currently acting COO of Pioneer Electronics, while taking a teaching role as Adjunct Professor at Shenzhen University and a consulting role at SCMC.

### Accomplishments

Mr. Buczynski's accomplishments include articles and commentary in national publications. He continues to teach professional development courses while affiliated with the Institute of Supply Management (ISM), and has conducted many seminars and courses for the American Production Inventory Control Society (APICS), University of Southern California at Los Angeles (UCLA), and the University of California, Hayward. Mr. Buczynski is recognized as a subject matter expert in Strategic Sourcing, Internet Purchasing Systems, Negotiations, Procurement contracts and Purchasing Card programs, providing professional purchasing classes and

sourcing information to many multi-national corporate customers.



Walter is a well balanced practitioner and training consultant. He has been working and teaching in China since 2003, and has developed a good understanding of the local sourcing culture. Amount his specialized courses are: *Contracting and Contract Administration, Spend Analysis and Management; Effective P-CARD Program; Fundamentals of Sourcing, Bidding and Negotiation; Corporate and Service Procurement; Outsourcing Management*, in addition to *C.P.M. Training*

### Professional Attainment / Education Background

- CPSM
- Lifetime Certified Purchasing Manager (C.P.M.) 认证采购经理 (终身认证)
- Lifetime Certified Professional Contracts Manager (CPCM). 认证专业合同经理
- Masters Degree, University of Oklahoma 美国俄克拉荷马大学硕士
- Author, Procurement Masters Degree Program, Golden Gate University 美国加州金桥大学采购学硕士课程编撰
- Procurement Management Professor, St. Mary's College 美国圣玛丽学院采购管理教授
- Manufacturing Management Instructor, UCLA 美国加州大学生生产管理讲师
- Adjunct Professor, Dept of Economics, Shenzhen University 深圳大学经济系教授
- Purchasing Columnist, 2 years, Electronics Purchasing Magazine 电子采购杂志专栏家
- Seminar Leader for Purchasing Subjects for over 20 years. 担当采购研讨会主持人 20年
- Speaker at numerous Professional Supply Chain Conferences 专业供应链大会常邀发言人

沃尔特·柏辛斯基, 硕士, 终身认证采购经理, 终身认证专业合同经理

沃尔特·柏辛斯基先生是终身“C.P.M.认证采购经理”, 资深供应链高管, 拥有30年专业实践和管理经验, 现任先锋电子的总运营官, 同时担任深圳大学教授和SCMC公司的

高级顾问兼 C.P.M.讲师。他曾先后任职于 SONY 索尼，南加州燃气，托德科，微速，先锋电子等大、中型国际和美国企业，任 COO，副总裁，采购总监，电子采购主任，物料经理，高级供应管理经理等职务。沃尔特不但在电子业拥有丰富的生产经验，而且在能源和电影制作工业也担任关键采购管理角色，管理战略采购，电子采购系统，杠杆策略分析，库存计划，组织和部门工作等。他在职业生涯中有效实现成本节省，管理过流程设计，物流改善等项目，并制定了规程和工序，采购与材料流程等。

柏辛斯基先生的专业成就包括在国家刊物上发表专业文献和评论，20年来不断为美国供应管理协会 ISM 和运营管理协会 APICS 的专业发展课程，以及美国加州洛杉矶大学，加州黑往大学等课程执教，为跨国企业客户提供采购培训，采购信息与供应链管理咨询服务。柏辛斯基先生是战略采购，谈判，采购合同，采购卡和互联网采购系统等方面公认的专家。除了终身“认证采购经理”以外，他还是终身“认证专业合同经理(C.P.C.M.)”，并拥有美国 Oklahoma 大学的硕士学位。

柏辛斯基先生拥有 20 年的丰富培训经验，曾主持美国 Golden Gate University 的硕士课程设计和采购专业课程策划。自 2003 年起他来华任职和任教，并对中国本地的采购文化积累了不少了解和经验。他的讲课风格充满活力，能量和魅力，让学员始终保持浓厚兴趣。他专长的课程包括：“合同制定与管理 Contracting and Contract Administration”，“开营销分析与管理 Spend Analysis and Management”，“有效的采购卡项目 Effective P-CARD Program”，“采购资源开发，招标与谈判基础 Fundamentals of Sourcing, bidding and Negotiation”，“内部与服务采购 Corporate and Service Procurement”，“外包管理 Outsourcing Management”，以及“认证采购经理 C.P.M.培训课程”。他培训了中国国内 60% 以上的“认证采购经理”，保持着最高通过率纪录。

## 课程材料

讲义+案例

**培训费用** (含：培训费、资料费、午餐、SCMC 结业证书)

08 年 12 月 20 日前报名缴                      ¥ 3900

08 年 12 月 20 日及以后报名缴                ¥ 4300

## 报名联系方式

报名电话：(021) 5820.6920

网址：<http://www.scmconsult.net>

E-mail: [service@scmconsult.net](mailto:service@scmconsult.net)

## SCMC 公司简介

上海珂涛信息管理咨询有限公司 (简称 SCMC) 是一家有国际背景的专业培训机构，专注于为一流的大型或跨国企业提供世界级的采购与供应链管理培训服务。自 2003 年起，SCMC 一直与采购管理专业百年历史、规模最大且举世最具声望的美国供应管理协会 ISM 紧密合作，促进 C.P.M. (认证采购经理人) 与 CPSM 专业认证项目在中国的发展，为 300 多家在华的跨国企业培训了 500 多名高级管理专业人才，与国际的专业标准接轨。国内绝大部分 C.P.M. 都在我们的课堂中诞生，并迅速成为跨国企业的高级栋梁人才。

SCMC 拥有良好的国际资源和优秀的培训讲师队伍，从而保证培训的世界级品质。SCMC 的顾问团由一些大师级国际知名专家组成。大部分培训讲师是来自美国的资深外籍专业人士，曾在大型跨国企业任高职，拥有 25 年以上的专业、管理和咨询经验，持有硕士/MBA 和正规专业认证。同时 SCMC 也注重培养本地有外资企业或国际经验的讲师，通过严格筛选，建立高质量的专业培训本地化的能力。

SCMC 的价值不只限于正式培训课程，而是扩展到全方位的学习。我们认为更多的专业成长在互动交流中产生，因此 SCMC 支持创立并持续 4 年赞助了 SCM Club 和 SCM Elite Forum，为业内人士提供更广泛的学习、交流和专业发展的国际关系网络平台，成为覆盖中国的长三角，珠三角，渤海湾等经济发展区以及延续到美国的专业社群。2008 年，SCMC 又帮助发起和成立了“中国供应管理学会 ISM China”，与美国 ISM 成为正式关联机构，促进以中国为新的世界供应核心的专业领域发展。

