

# 18-19-20 October 2010 Value Republic Procurement Academy

Your partner in value creation and sustainable cost reduction



## VALUE REPUBLIC



Value Republic is a procurement consultancy that supports companies and institutions in effectively managing their fixed and commercial spend. In addition to

budgeting and financial tracking processes, Value Republic offers solutions to optimize its customers' sourcing activities through consultancy, outsourcing or interim-management. Going beyond the presentation of a concept it implements these solutions together with its customers' organizations using the perfect mix between people, technology and process.

Who should enjoy our Procurement Academy?

Buyers who want to have a competitive edge in the market, and differentiate through skill set and insight.

VALUE REPUBLIC developed a 3-day academy that will connect with the aspirations of the most demanding, from operational to strategic, with a focus to extract the best of every individual and with plenty of group interactions.

The Value Enrichment for the attendee?

Our Academy will allow you to immediately start creating Value for your company, as from the moment you leave the training facilities. You will be submerged in best practices by highly experienced people, in operational and strategic want-to-know topics. The interaction with your fellow attendees will provide you with an additional network of colleagues outside your own organization.

The Value Republic Experience!

When entering in the Value Republic Procurement Academy, you will be part of an eye-opening experience, which will relate to daily reality and best practice solutions. During the course of the academy you will be exposed to practical tools and academic models, while getting a comprehensive view of the subject. A memorable experience, a step stone to the future!

The Full View

This Academy goes beyond the standard purchasing activities and broadens the view on the procurement role within the organization.

## Practical

Location:  
Matenstraat 214  
2845 Niel  
(A12 Brussels—Antwerp)

Campus hours:  
9:00-17:00



## Commercial offer

3 day- Procurement Academy

Including:

- Training materials
- Full catering
- Personal gift

1500 Euro  
(excl. VAT)



\* early bird reduction valid till 1/7/10

## Three Day Procurement Academy

### 8 - Step Sourcing

From Strategy to Supplier mgmt

The Academy is structured based on the 8-step sourcing cycle. Special attention is spend on the power of e-sourcing and negotiation patterns & tactics.

Throughout the Academy renown guest speakers share with the attendees real life experiences and advice.

### Reference

Guest Speakers

## Value Republic trainers



Tom is the 1st citizen and founder of Value Republic. Tom has been a member of the Global Procurement Board at InBev as lead Global Indirect Procurement. Tom has an MBA on Marketing and Communication (Vlekho) and an executive MBA from Insead and Wharton. He has been working in the indirect spend area for over 14 years, starting at Procter & Gamble, and before founding Value Republic was global director indirect procurement at AB-InBev. Throughout his career he has been responsible for major trainings in the area of Stakeholder buy in, Negotiation, Strategic Sourcing, Benchmarking, ...

Mr. Verhulst has a degree in Commercial Engineering from UFSIA Antwerp. Prior to joining Value Republic he was member of the direction committee of AB-InBev Belgium as Planning and Performance Director. He joined AB-InBev in the procurement department as Global Procurement Director POCM after a consulting career of 7 years at Accenture, leading projects at international industry leaders as Japan Tobacco International, Masterfoods, Gillette, Unilever, Campina, UPS and Fortis. Davy lead the implementation of Zero Based Budgeting principles at InBev for commercial spend.



Yves Bemelmans: has more than 10 years of e-sourcing experience with pioneering companies such as Goodex, Ariba. More recent, he was a founding partner of Intersources (now Hubwoo) which was one of the most successful technology-independent consultancies in recent years. He has conducted literally hundreds of e-sourcing events in both direct and indirect spend and has assisted numerous blue-chip companies in effectively implementing and deploying powerful e-solutions.

www.valuerpublic.com

+ 32 3 21 000 21

info@valuerpublic.com

# Procurement Academy Program - 18/19/20 Oct 2010

## DAY One

8-step sourcing



## DAY Two

### 5 Engage Suppliers

e-sourcing

This half day of the academy is about looking beyond the tool. The participants put the e-rfx in a wider context and deep dive into tactical strategies to get most out of the use of e-sourcing tools. Includes life usage of a reference tool.

## DAY Three

The participants are made aware of the signals and are prepared to negotiate consciously. Real life examples of success and failure are shared with the group.

Negotiation(2/2)

By means of role-play the participants bring the theory in practice and an error safe environment.

### Guest speakers

John Thielman (BNPParisBasFortis), Koen DeMarteau (DHL), Stefan Verstraeten (TomTom– Teleatlas) amongst others to be confirmed

The different steps of identifying and documenting a category sourcing strategy through the different tactical options to the interaction with the suppliers (competition creation, specs, SLA's,...) and internal clients. Documented with real life examples and practical advice.

### 6 Conduct Negotiations

Negotiation(1/2)

The negotiation part is a condense overview of negotiation patterns and models on how to prepare, recognize and react on negotiation tactics.

### 7 Implement Plans

### 8 Supplier Management

SRM

The procurement responsibility doesn't stop at the contract.

## SUBSCRIBER'S CONTACT INFORMATION

Company name:		# Employees:
Street + nr:		Postal code:
Subscriber 1		
Surname:	First Name:	Job Title:
e-mail:	Phone:	GSM:
Subscriber 2		
Surname:	First Name:	Job Title:
e-mail:	Phone:	GSM:
Subscriber 3		
Surname:	First Name:	Job Title:
e-mail:	Phone:	GSM:

Please don't hesitate to contact us if you want to subscribe more people. Additional reduction as of 5 subscribers per organization

**-20% Early Bird Reduction\***

\*Reduction applicable for subscriptions and payments before July 1st 2010

# people	Training fee € excl VAT	Early birds reduction	Total
	1500€/pp	-300€/pp	

## Three easy ways to subscribe

- ✉ e-mail the subscription form to [info@valuerpublic.com](mailto:info@valuerpublic.com)
- ☎ fax the subscription form to +32 3 253 13 19
- ☎ call +32 3 21 000 21

## Subscription conditions

An invoice will be sent to you once we received your subscription. You're only subscribed when VALUE REPUBLIC received your payment. We have the right to delete a training session.

## Transfer & cancellation policy

Transfer will be possible till one week in advance, free of charge. Cancellations are possible up to 60 calendar days free of charge. Up to 28 calendar days 50% and up to one week 75% of the fee will be charged. Otherwise full fee will be applicable.