

Purchasing Leaders: Discover the steps in Strategic Sourcing!



STEPS OF STRATEGIC SOURCING

Eight Hour Seminar – 8 CEH

Schedule: TBA \$695

Our one day class can strengthen your purchasing team's skills to learn our six steps to strategic sourcing.

- **Stage one:** discover (pre-work) to establish baselines of spend, examine data, verify criticality to business which leads to vetting and approving the sourcing opportunity.
- **Stage two:** initiate, discovery of problems and opportunities, confirm stakeholders, decide scope which leads launching a sourcing team and charter.
- **Stage three:** evaluate and re-evaluate spend, consider existing supplier relationships, benchmark and study market, suppliers and risk which leads to identifying sourcing options.
- **Stage four:** affirm and secure, issue and evaluate RFP, negotiate with bidders, finalize offers and commitments which leads to approving a sourcing strategy.
- **Stage five:** engage and integrate, award agreements, structure the relationship, confirm metric, measure and report results which leads to implementing the strategy delivering the results.
- **Stage six:** sustain, monitor trends, benchmark, update strategy communicates outcomes and re-launch if necessary, with the outcome that the strategy is assessed for ongoing viability.

OUR INSTRUCTOR:

Jim Baehr

Jim Baehr is a Supply Management Executive and Professional. He is currently the Vice President Procurement and Contracts Management at S&H Systems. Jim is responsible for Sourcing, Purchasing and all related Procurement Services to ensure cost-effective delivery of products and services that meet the needs of the business. He establishes the company's Procurement vision and strategy and its supporting infrastructure. Jim sets up clearly defined processes, procedures, and objectives across the Procurement function.

Jim collaborates with Strategic Planning and Logistics to manage risk and compliance related to procurement of products and services. Establishes, develops, and maintains supplier relationships positioning the company to respond to emerging market conditions. This includes developing and streamlining processes to onboard and certify selected suppliers.



Jim works with business units and functional groups drafting, reviewing, and negotiating contracts and other commercial paperwork. And, he builds capabilities by developing key talent and succession plans. Provides leadership for cross-functional teaming across business groups and initiatives.



Palumbo-Donahue
School of Business

In Collaboration with ISM-Pittsburgh and Duquesne University

Class to be held in person at Duquesne University's Rockwell Hall. Parking available at The Garage at Manor Complex, 564 Forbes Avenue—just a half block from Duquesne's Rockwell Hall. 10% discount to ISM members, Duquesne Alumni and companies sending five or more employees.

Register at <https://pittsburgh.ismworld.org/>

NOTE: Minimum of five registrants required or class may be cancelled.



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