

Course Instructor



Ted Landgraf (US) Chief Executive Officer

Above the Standard Procurement Group®, Inc.

- ESI International (contracts, subcontracts)
- Top 1% BP School of Management, 1990
- Top 3% Exxon CORS Training, 1989
- International Who's Who Entrepreneurs
- Worldwide Who's Who Procurement
- Systematized procedures & streamlined existing organizations
- ISO Auditor Certified (2007)
- Team creation expert
- 30 Years experience
- Budget \$100M+

More than 30 Years Experience

- Chief Executive Officer
- Venture Capital Partner
- Vice President

Publications

- Hard Cost Savings v. Soft Cost Savings
- Responding Request for Proposal Process
- Supplier and Vendor Relationships
- 10 Steps Reducing Costs
- Supply Chain Disruption
- Procurement Trends
- Risk Management

Course Instructor Summary

The global companies he has worked with have ranged from a million dollars to billions of dollars.

In 2000, Ted was listed in Who's Who International Entrepreneurs. In 2012, he was nominated and listed in the Worldwide Who's Who for Procurement.

For more than thirty years Ted has provided Expertise, Efficiency Evaluation, and Oversight in all facets of purchasing and procurement cost reduction, outsourcing, and financial services to a broad spectrum of clients.



PRESENTS,

Effective Vendor Cost Reduction & Bid Strategies

"Perfecting the Art of Bid Outcomes, Bottom Line Improvement, & Sustainable Vendors"

Capitalize on Expert Knowledge to Gain Maximum Value on these Vital Issues:

- **MAGNIFY** your bottom line with less staff
- **LEVERAGE** cost avoidance, reduced costs, soft cost, with sustainable measures
- **IMPROVE** vendor management and evaluation
- **MINIMIZE** supply chain disruption
- **ESTABLISH** and utilize procurement outsourcing and offshoring
- **QUANTIFY** your procurement processes, best practice, and systems
- **DRIVE** proactive procurement by increasing effectiveness and efficiencies
- **ENABLE** improved communications to you and your organization
- **MASTER** and overcome challenges in the global economy, competition, sourcing issues, raw material shortages, and increased cost
- **EMPLOY** proven methodologies, steps, templates, white papers, and experience for your procurement challenges

"Ted not only reduced our costs by \$32M in first year expenditures in one category, but also systemized our processes, procedures, standardized best practice, reduced order time, expanded sourcing suppliers, and increased our reputation as a best in practice organization."

Regional Vice President,
Fortune/Global Oil Company – confidential

Workshop Overview

During this interactive training, each attendee will learn increased ways and better methods of overall procurement and bid results, procurement effectiveness, efficiency and outcomes, vendor sustainability, communication, and steps for improved bottom lines, simple best practice on bid process management, templates, white papers, lecture, and interactive exercises.

Your training will not stop there. Each attendee will have numerous tools they can take back into their organizations and position for real and effective results. In addition, attendees will be able to contact us for greater relationship, questions, and anything else needed as it pertains to this workshop.

Discover
How to Work
Smarter,
Not harder!

Location, Date, & Time

Day 1 | 2013

Accomplishments

- Procurement Department development resulting in billions of dollars savings for many different companies, projects, products, and services
- Procurement compliance and audit
- ISO Auditor Certified (2007)
- Management leadership style reduced staff turnover, increased company morale, and instituted a more productive work environment.
- Reduced billions of dollars of costs for companies through systemization, paperless custom software, and efficiency processes.

As CEO of Above the Standard Procurement Group®, Inc., Ted is responsible for planning, directing, and controlling all activities in accordance to ensure financial stability and client satisfaction commensurate with the best interest of clients, partners, affiliates, employees, and Corporate.

Companies Benefited

- BP Oil
- Exxon
- Sprint
- Geiger
- MetLife
- Federal Agencies
- Sysco, PFG, U.S. Foods
- Del-Jen/Fluor Company
- YWCA of Greater Los Angeles
- U.S. Government Federal Contractors

Who Should Attend?

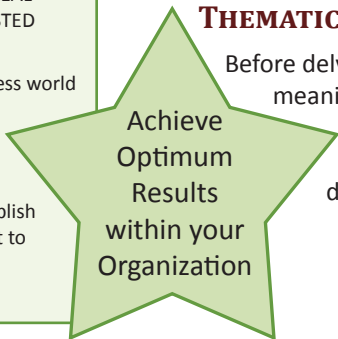
CEOs, CFOs, Directors, Heads of Departments, Managers and Executives, responsible for:

- Tender
- Project
- Sourcing
- Contract
- Purchasing
- Operations
- Supply Chain
- Procurement

Why You Should Attend!

The techniques, exercises, templates, forms, white papers, and other materials, you will receive electronically, will help you become more effective, communicative, your team will be able to do more, you will see greater bottom line results, best value will improve, and a host of other areas as outlined in the sessions. This workshop is not practical theory, but REAL LIFE, RESULTS ORIENTED and TIME TESTED techniques.

Many changes within the global business world are taking place, making the need to become more effective with time, resources, and staff a top priority for most businesses. Our workshop will give you the necessary tools to accomplish what you need to do. You do not want to miss this workshop!



THEMATIC CASE STUDY #1 – EXECUTIVE MANAGEMENT INITIATIVE:

Attendees will be presented with a brief about an organization where Executive Management needs to reduce costs and improve bottom line, while reducing staff in the procurement department and finance department. Each group will be given two goals.

DAY 1 TOPICS

MINIMIZE BID APPROVAL & BID PROCESS COMPETITIVE ENHANCEMENT

- Controlling bid negotiations
- Implementing contract award / whole life cost analysis
- Determining real cost and bidding trends
- Minimizing approval (time management and labor usage)
- Executing Competitive Analysis
- Identifying bid objectives (team process/ internal/external)
- Cutting supplier bid response time
- Individual Exercise– Data Gathering

BID RISK MINIMIZATION & RISK MANAGEMENT

- Managing Risk: Develop sourcing options
- Using performance based outsourcing/offshoring
- Utilizing external Supply Market Analysis (supply chain risk and vulnerabilities)
- Transforming the supply chain
- Group Exercise/Worksheet – Critical Supply Chain Disruption

PROCUREMENT COST REDUCTION BEST PRACTICE

- Analyzing, mapping stakeholders, and spend categories
- Pushing cost reduction and bottom line improvement
- Fragmenting and analyzing cost improvement opportunities
- Driving and defining internal best practice (sustainability and effectiveness)
- Implementing internal business needs
- Retaining competitive pricing: market intelligence, analysis, benchmarking

“Ted and his team were able to improve our bottom line through their unique and proprietary bidding process ... we did not have to let any workers go! Management was grateful for the actions and the increased effectiveness that came from improved communications by implementing best practices. Through Ted’s centralized procurement, a new platform for proper supplier management and evaluation, new techniques and methodologies were instituted into the organization for greater accountability with company resources. The entire process empowered staff to be more active with holding people accountable for action items, which led to an increase in results with all resources.”

*CEO, Oil & Fuel/Refinery Supplier
– confidential –*

Day 2 | 2013

THEMATIC CASE STUDY #2 – NEGOTIATIONS:

Before delving into bid negotiations, it is critical to understand the meaning and how it works for best and optimum results within your organization. The negotiations you have determined as “best value” specifications, as outlined in your Bid Outline, make all the difference of success in your outcomes.



Free Takeaways!

You will receive more than 100 files that will help systematize your bid processes for increased effectiveness, bottom line improvement, compliance, turnkey solutions, case studies, and many other areas.

What will Attendees Receive During their Training?

Attendees will receive Worksheets on Procurement Outsourcing, Responding to RFP Process, Savings Examples. Each of these templates, documents, white papers, and worksheets will help you do the following:

- Communicate effectively
- Work smarter and not harder
- Create a best in practice team
- Be proactive for greater results
- Improve your bottom line numbers
- Lead by example with our proven steps
- Understand how to gain more with less
- Implement processes for easier solutions
- Create and implement your own bid model
- Reduce sustainable short and long-term costs
- And much more

DAY 2 TOPICS

LEVERAGING VENDOR AGREEMENTS

- Realizing vendor importance for cost savings
- Negotiating and leveraging pricing strategies
- Maximizing supplier performance

VIDEO AND EXERCISE – PRICING:

How to utilize pricing strategies to bring best value to your organization.

SUSTAIN AGREEMENTS & CONTRACTS

- Overseeing contracts
- Sustaining standardization: effective contract management
- Mirroring specifications, scope of work, and bids
- Validating suppliers: contract violation, challenges, resolution, termination
- Preparing support documentation, procurement, and compliance
- Scrutinizing terms and conditions

EXERCISE AND WORKSHEET – BID & BID FOUNDATION:

Attendees will discuss two different organizations in a scenario that involves a proactive company and a reactive company.

CURRENT TRENDS & VENDOR OUTPUT BENCHMARKING FOR FUTURE ANALYSIS

- Pinpointing output standards and key performance indicators (KPIs)
- Improving supply chain and process
- Evaluating current vendors (vendor suitability, tracking, trends, performance)
- Gathering sourcing history: Analyzing trends/history

EXERCISE/WORKSHEET-SUPPLIER EVALUATION RECONCILE IMPLEMENT:

Attendees will receive a scenario from one of their suppliers quality diminishing, delivery times not being met, and the effects upon their own clients from this.



Contact Us!

For more information regarding our training please contact us at:

Above the Standard Procurement Group®, Inc.

<http://www.ATSPG.com>

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