



Above the Standard's Training Workshops

business professional relationship
global government **audit** management community
tender cost reduction **above the standard** takeaways bottom line improvement
training industry **workshop** ideas senior highly experienced
cutting edge solutions **latest** regional **experts** **trainers** strategic
applicable knowledge **tools** **practice** assessment produced
enabling local **courses** **procurement** change leadership
consultation executive



Above the Standard Customized Training Workshops

Above the Standard's professional training offers high caliber courses to different industries and practitioners. Our global experts and trainers provide customized courses that contain the latest practical tools to solve different issues within their organization and industry.

Above the Standard's customized training workshops provide the local, regional, and global business community with:

- Cutting Edge Solutions;
- Business Intelligence;
- Innovative Ideas; and
- Applicable Knowledge for Greater Outcomes!

Above the Standard Training Workshops are Customizable!

needs.

After our client consultation, Above the Standard's professional trainings are produced and led by highly experienced senior professionals with decades of experience in specific industries.

Above the Standard's training workshops are designed to give local, regional, and global senior management and executive's strategic information enabling them to make well-informed business decisions.

During ATS's Training Workshops, our clients are informed with the latest industry

trends, future opportunities, and innovative practices around the world.

We ask each of our clients the specific skills and situations they would like to focus on and we then customize each of our training workshops around those



Above the Standard has empowered small to large organizations around the globe to become sound, efficient, and profitable for more than 30 years in training, procurement, finance, audit, and other services.

Above the Standard's global network includes more than a thousand certified suppliers, tenured experts, strategic partners, and representation in many nations. And, we have worked in Non-profit, Government, Private, Public, Commercial, Universities, and much more.

Contact Us!

Above the Standard
Procurement Group®, Inc
P.O. Box 477
Cambridge, MD 21613
410-221-7705

<http://www.abovestandardtraining.com>
<http://www.atsprocurementgroup.com>

training@atspg.com

Core Workshop Training Offerings

Above the Standard's training workshops are 1, 2, 3, 5, or more days!

Our offered courses include:

- Advanced Procurement Negotiations
 - Perfecting the Art of Procurement Negotiation Outcomes, Bottom Line Improvement, and Sustainable Suppliers
- Change Management and Change Leadership
- Commercial Audit – Internal Audit and Best Practice
 - Sound Best Practice for Sustainable Measures
- Effective Vendor Spend Management and Tender Strategies
- Effective Bid and Tender Strategies for the Oil and Gas Industry
 - Gain Control of Bid and Tender Outcomes for Bottom Line Improvement and Sustainability
- Contractor Purchasing System Review (CPSR)
- Government Audit – Internal Audit and Best Practice
 - Assessment, Audit, Sound Procurement System
- Procurement Cost Reduction
- Relationship, Business, and Leadership Development

Training and Client Testimonials

“The Standard Operating Procedures templates provided were excellent for reference ...”

“Training coverage extensive”

“Instruction, training, and best practice provided, instructed, and implemented was clear and understandable”

“Above the Standard training course was strategic, conducted professionally, structured and plenty of power strategies and ideas”

“Above the Standard provided organized, needed information and relevant training to help our company”

“Above the Standard Procurement Group provided case studies, exercises, support documents, and supportive templates for us so that we can make our organization a best in class place”

Ask us about our FREE Cost Reduction Assessment!

ATS FREE Cost Reduction Assessment has helped organizations engage as clients and realize an average of 28% reduced costs in almost all spend areas (products and services), in more than 98% of engaged clients, for more than 30 years!

BP Oil ■ Carigali Hess ■ Del-Jen/Fluor Company ■ U.S. Government ■ ExxonMobil ■ Indonesia Deposit Insurance Corporation ■ International SOS ■ KPOC ■ Kumpulan Wang Persaraan ■ Labuan Financial Services Authority ■ Malaysian Government ■ MMHE ■ National Bank for Agriculture & Rural Development ■ Royal Brunei Airlines ■ Nera ■ Perak Hanjoong Simen ■ PETRON ■ Petronas ■ Philippine Long Distance Telephone Co. ■ Production Malaysia Inc. ■ PT Lautan Luas ■ PTTEP ■ RAM Energy ■ Sacofa ■ Security Pacific Bank ■ Sime Darby ■ Singapore Government ■ Steag State Power ■ Thai Nippon steel & Sumikin Engineering ■ Thai Oil Public Company ■ Volkswagen Group Malaysia ■ YWCA of Greater Los Angeles

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About our Trainer



Ted Landgraf
Chief Executive Officer

For **more than 30 years** Ted Landgraf's focus has been on National and Global Business, as well as Federal Government, with a focus in Operations, Administration, Finance, Compliance, Procedures, Business Development, Project Management, and Procurement.

In 2000, he was listed in Who's Who International Entrepreneurs. In 2012, he was nominated and listed in the World-wide Who's Who for Procurement Excellence.

For more than 30 years, Mr. Landgraf has provided *consultancy, Efficiency Evaluation and in all facets of purchasing and procurement cost reduction and solutions*, outsourcing, and services to a broad spectrum of clients, including **ExxonMobil, BP Oil**, Governments and other industries such as **Oil/Gas, Banking, FMCGs, Manufacturing, and Telecommunications**.

Qualifications

Results-oriented and self-motivated, Mr. Landgraf has held positions in small and large institutions, worked all over the globe, trained tens-of-thousands of people, provided bottom line solutions, and is all about success, the team, and the outcome.

His qualifications include the ability to see a large picture, then to plan and organize the steps required to meet the overall objective. He is a practical visionary committed to encouraging team development and excellence.

Accomplishments:

- Creating Procurement Department development from the ground up within budget, centralized, and increased cost reduction resulting in **billions of dollars savings** for many different companies, products, and services.
- Reduced costs in the billions of dollars for companies with **systemization**, paperless custom software, and efficiency processes.
- Ensured correct use of tens of billions of dollars in procurement funds and resources with **compliance and audit oversight**.
- **Reduced average cost** of \$534,000 per contract project procurement over the last twenty years.
- Created teams in new start-up and established businesses that resulted in successful and **sustainable financial and growth goals**.
- Management leadership style reduced staff turnover, increased company morale, and instituted a more **productive work environment** in many teams.
- Budget management from \$100M+ to billions of dollars.
- **ISO Auditor Certified (2007)**
- **Top 1 percent at BP Oil School of Management** in 1990 and top 3% at Exxon in 1991.

“

Above the Standard Procurement Group is the premiere go-to company for cost savings, efficiency and training! They worked beyond expectation with the YWCA Greater Los Angeles on various tasks in procurement, finance, and administration; saving us thousands! Above the Standard Procurement Group carries the highest level of integrity and professionalism and I am pleased to recommend them to anyone looking for a better way of managing.”

Elsa Luna
CEO, YWCA of Greater Los Angeles

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