



One day training on

“Purchasing for Profits”

February 9, 2012

Organized by
National Centre for Quality Management, Mumbai

Perspective

Every organization strives for business excellence, which does not come so easily unless the financial performance is consistently good. While product quality, on-time delivery and service can be monitored and improved within the organization, competitive pricing can only be possible by optimizing the design and excellence in purchasing! It is commonly believed that a company can make more profit by selling new products at higher prices. While there are limitations to develop new products, market conditions dictate the selling prices. Selling prices have to be competitive but company must increase the profits year after year. Purchasing has taken over the role of making profit for the organization by buying at competitive costs without sacrificing the quality. It is said that “you recover cost when you sell and you make profit when you buy!” Purchasing goods at the right price, right quantity, right time and right quality has huge impact on company’s bottom-line. This programme is sharing of decades of experience and expertise of the faculty in Indian business environment.

Coverage

- Business excellence and purchasing
- Role of purchasing in business scenario / use of ERP
- Selection, development & evaluation of vendors
- Product Supplier Agreement / unit rate negotiations
- Purchasing in Indian business environment
- Supplier relationship management

Who Should Attend

- Purchasers, Buyers, Planners
- Factory / Project / Marketing Managers
- Consultants, Entrepreneurs

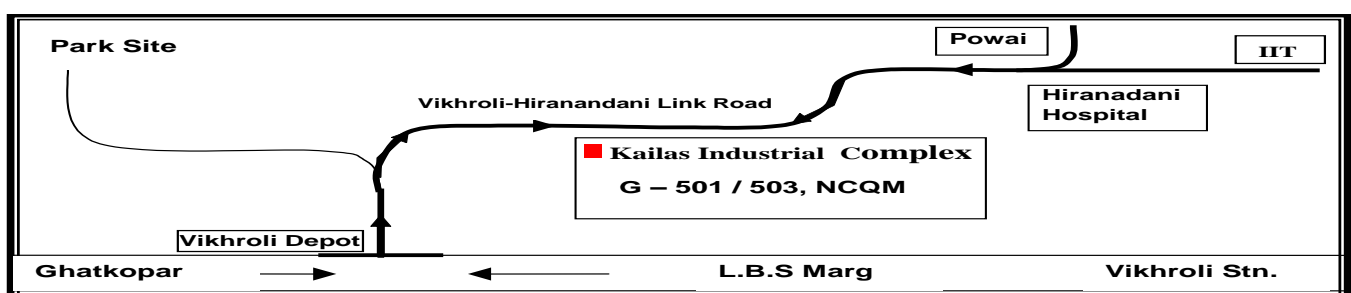
Timing: Registration at 9.00 a. m.

Session: 9.30 a. m. to 5.00 p. m.

Fees: Rs. 2,000 + 10.3% service tax per participant.

Discount: 10% for NCQM Members and group registration of 3 or more participants

Venue: NCQM Learning Centre, G - 501, Kailas Industrial Complex,
Vikhroli - Hiranandani Link Road, Vikhroli (W), Mumbai - 400 079.



Registration

Please send nominations accompanied by course fee in favour of "National Centre for Quality Management" by demand draft / cheque payable at Mumbai to:

National Centre for Quality Management

G - 503, Kailas Industrial Complex,

Vikhroli - Hiranandani Link Road, Vikhroli (W), Mumbai – 400 079.

Tel: (022) 2517 0483 / 69; Fax: (022) 2517 0144

Email: ncqm@vsnl.com; ncqmmumbai@yahoo.co.in; Website: www.ncqm.com

Faculty

Mr. Dhananjay Joag

- B. E. Mech., M. D. B. A.
- More than 35 years of experience in purchase and factory management
- Built and managed world-class decanter factory, declared as the best performing factory amongst 40 factories of Alfa Laval all over the world
- Certified Internal Auditor and Six Sigma Green belt holder
- Leadership in achieving cost reduction, quality improvement, on-time delivery enhancement by creating and motivating a team of professionals

Organizer

National Centre for Quality Management (NCQM) was established in 1985 by a group of eminent industrialists and professionals as a not-for-profit organisation with Founder President being Late Shri Ramkrishna Bajaj. NCQM has been blessed with services of eminent personalities like Late Shri D. L. Shah, Shri Viren Shah, Dr. K. K. Anand, Shri Atul Bhagawati, Dr. H. M. Mehta, Dr. R. H. G Rau and Shri M. V. Gandhi as Past Presidents.

NCQM is a premier institution engaged in promoting Quality culture in Indian economic sectors through services like training, education, publication, research and advisory assignments. NCQM is a society registered under Bombay Public Trust Act, 1950.

NCQM has its headquarters in Mumbai and extensions centres at Ajmer, Bengaluru, Hyderabad, Kolkata, Navi Mumbai, Nagpur, Noida and Pune

Our Offerings

Public / In-house programmes:

Six Sigma, Total Quality Management (TQM), Total Productive Maintenance (TPM), ISO 9000 (Quality Management System), ISO 14000 (Environment), OHSAS 18000 (Occupation health & safety), Integrated Management Systems (IMS), TS 16949, ISO 17000 (Laboratory accreditation), ISO 22000 (Food Safety), ISO 27000 (Information security), ISO 28000 (Supply chain), ISO 50000 (Energy), Hazard Analysis & Critical Control Point (HACCP), Statistical Process Control (SPC), Workplace management (5 S), Waste management (5 W / 7 W), Design of Experiments, Kaizen, SEI-CMM, CE Marking, Productivity improvement, Internal Quality Audit, Lean manufacturing, Root cause analysis for problem solving through use of QC tools and various modules in Marketing, Materials, Operations, Finance and Human Resources functions in Manufacturing and services sectors.

Customized Training: As per customer requirements

Advisory & Consultancy Services: On turnkey and assignment basis

Membership: Members can avail of free participation in periodic seminars / lectures, quarterly newsletter, 10% discount for services and use of library facilities

Publications: Quarterly newsletter "Quality Striving for Excellence", books, video, training / application software and research survey reports

Education: 1-year Post-graduate Diploma in Total Quality Management (PDTQM), Certificate Course in Dimensional Metrology

Healthcare: Workshops, advisory and consultancy services in healthcare including grading and classification of hospitals & nursing homes and laboratory accreditation