Manufacturing Technology Training
An IMTMA initiative

Procurement Best Practices for Enhance Competitiveness
Date : 16 to 17 December, 2025
Venue : IMTMA Technology Centre, Bengaluru

INTRODUCTION

There are four 6Cs every Indian Industries are facing namely **C**omplexity, **C**ompetition, **C**ompliance, **C**ustomer orientation, **C**ompetitive Advantage and **C**ompetitiveness. With competition from global players, Indian companies need to make conscious and sustained efforts to remain cost effective to survive in the market. One of the measures normally taken towards this is outsourcing operations being done inside the company or purchase from outside Suppliers.

With increased buy from Suppliers over the years, Purchase colleagues must be enabled to deal with Suppliers effectively incorporating best procurement practices of the industries. Apart from the requirements of the company, Purchasers must deal with challenges posed by the market, Customers apart from the Society.

Keeping the above challenges in view, Indian Machine Tool Manufacturers' Association (IMTMA) is organizing a 2-day interactive programme on **'Procurement Best Practices for Enhanced Competitiveness'** for Colleagues dealing with Suppliers.

Procurement includes purchase and sourcing. The programme will focus on various elements of best practices in procurement area, proven well in automotive industries which can be applied in non-automotive industries as well. The Trainer shares his rich global experience in the domain and will be more interactive so that the delegates can get back with clarity on action plan which they can implement from the next day. Participants can bring in their real time challenges for discussion.

Group exercises and discussions carried out during the programme, will enable the delegates to relate and discuss the current challenges they are facing.

FOCUS AREAS

- Market dynamics and challenges for Purchasers
- Competencies for Purchasers
- Assessment of new supplier for the induction
- Supplier management process
- Supplier strategies to deal with current & future needs
- Supplier development process
- Risk management in supply chain
- CSR & green in supply chain
- Purchasing function enhancement
- Value engineering application in purchase
- Basics of negotiation skills
- Making contracts with suppliers
- Waste reduction in supply chain
- Areas to benchmark in Purchasing
- 25 Best practices in purchase & supply chain
- Usage of technology in supply chain

KEY TAKE AWAYS

- Relate best practices of industries to their own company
- Generate an action plan for implementation in the company
- Understand various approaches to deal with Supplier
- Appreciate the importance of Procurement role for company's growth

PARTICIPATION FEE

Rs. 4999/-
+18% GST
IMTMA Members/ Micro Companies/ Individuals/ Educational Institutions / Students/ IMTMA Non Members/ Others

USD 200/-
Overseas Participants

Group Concession : 10% for 3 to 5 and 20% for 6 and more delegates being nominated from the same company

PARTICIPANT PROFILE

Individuals from the area of purchase, procurement, logistics, stores, supplier quality, supplier development, technical purchase and engineering. Recommended for practicing Purchasers with experience between 2 to 15 years. More beneficial for those dealing with direct materials though those dealing with indirect materials can attend. Value add is higher for manufacturing companies.

FACULTY

This programme will be conducted by **Mr. Satish P.S.**

Mr. Satish P.S. with M.Tech (IIT) has 32+ years of Industrial Experience. He worked close to 23 years in Bosch in R&D, purchase, logistics and project management. He headed Robert Bosch IPO (International Purchase Office) in India for 10 Years and developed close to 25 Suppliers suitable for export. After leaving the corporate world 7 years back, he is pursuing his passion in training. He has developed and delivered 35+ training modules in supply chain, purchase, quality, marketing, engineering, soft skills and management. He worked 5+ years as adjunct professor in M/s Ramaiah University, Bangalore and was teaching for M.Tech students in the area of supply chain management, project management and operation management. Through M/s Saraswati Industrial services, promoted by him, he works as Corporate Trainer, Teacher, Mentor and as management consultant for improvement of company & Business. Apart from company inhouse experience, he brings his vast global experience of interacting, developing & auditing hundreds of Suppliers. He is the author of the book, 'Knowing is not same as doing'.

For Registration Contact

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REGISTRATION : Prior registration for participation is necessary. Number of participants is limited and will be accepted on 'First Come First Serve' basis. A Certificate of participation will be issued to participants.
Important Information : Participation fee includes, course material, working lunch and tea / coffee. Interested companies are requested to register online by clicking on 'REGISTER' button and by filling up the nomination authority and participant's details in specified form.