



Last date for registration 26 June 2025

INTRODUCTION

There are four 4Cs every Indian Industries are facing namely Complexity, Competition, Compliance and Competitiveness. 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 have to be enabled to deal with Suppliers effectively incorporating best purchase practices of the industries. Apart from the requirements of the company, Purchasers have to 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 'Advanced Purchase Practices' for Colleagues dealing with Suppliers. It is planned on In

The programme will focus on various elements of purchase practices 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.

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
- 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 in purchase
- Applying Lean concepts in supply chain
- Areas to benchmark in Purchasing
- Best practices in purchase & supply chain

KEY TAKE AWAYS

1. Relate best practices of industries to their own company
2. Generate an action plan for implementation in the company
3. Understand various approaches to deal with Suppliers
4. Appreciate the importance of Purchasers role for company's growth

PARTICIPATION FEE

Rs. 10450/-

+18% GST

**IMTMA Members/ Micro Companies/ Individuals/
Educational Institutions / Students/ IMTMA Non
Members/ Others**

USD 415/-

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. Experience of 2+ years' experience in these domain is better. More beneficial for those dealing with direct materials though those dealing with indirect materials can get benefit.

Relevant companies:

- Auto OEMs (SIAM)
- Auto ancillaries (ACMA)
- Die casting units (ALUCAST)
- Pump manufacturers (IPMA)
- Aerospace manufacturers (SIATI)
- Defence & Railway Establishment (PSUs / OFBs)
- General Engineering (IEEMA / AIEMA)
- Other Capital goods manufacturing industries (ICEMA / AMMA-India / PPMI)

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.