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Procurement Chain Management in Construction

This workshop is designed to provide the knowledge to assess both the weaknesses and strengths of procurement management practices. Procurement in the construction industry has primarily been a function of the specialty contractor. A few general contractors have attempted to purchase material directly from manufacturers. The hidden costs and the other effects of direct purchasing on project owners up to now have not been clearly defined. By reducing the costs associated with procurement, contractors will be able to outperform their competition and dramatically increase profits.

Topics include:

- Prevailing and alternative models of procurement chains
- Procurement cost drivers
- A new and more efficient procurement model
- How improved procurement can increase profits

The proposed new model suggests methods to eliminate waste and inefficiency in the supply chain. Contractors can capitalize on the procurement methods suggested in this model to more effectively work with suppliers and customers.

Participants completing the workshop will:

- Understand the various procurement chain models that work in construction
- Gain insight into their current procurement model vs. the new model
- Be able to identify the cost drivers in their procurement process
- Identify that they can reduce costs and increase profits by the application of the principles in the new procurement model

Course Format:

Participants bring in their real-life procurement issues and learn new and effective ways to deal with them using the new procurement model. The workshop is very interactive using participant work groups to reinforce learning.

Who Should Attend:

The course is designed for owners/ operators, division general managers, purchasing directors and project managers.