



Career Enhancement Programs for



Meet Your Main Presenter

Patrick (Pat) S. Woods, CPSM, CPSD, C.P.M., CPIM



For the past 30 years, Pat has had the phenomenal opportunity to work with over 300 companies in the U.S., Asia, Russia, Iraq, Middle East, Africa, India Central America, U.K. and Costa Rica in various facets of SCM, including training, certifications and consulting. Pat is a Past President of ISM-Dallas (one of the largest chapters in the U.S.) and under his leadership, ISM-Dallas was presented the *Affiliate Excellence Award*.

For the past 26 years, Patrick has led and presented C.P.M. and CPSM review training for both corporations and ISM/APICS chapters resulting in numerous participants achieving certification

status and is also the GLOBAL BEST PRACTICES (GBP) Chair for ISM-Dallas. He previously held the role of Professional Development Chair for NAPM-National Association of Purchasing Management (the forerunner of ISM) and had responsibility for seven Southeastern U.S. states and Puerto Rico.

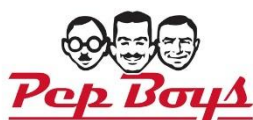
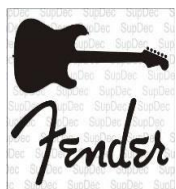
Now, in a collaboration with Missouri State University, Patrick is conducting professional development trainings for key corporations in the U.S., Iraq, Africa, the Middle East and India. Participants to each program receive a prestigious certificate from MSU.

As founder of **SCE-Supply Chain Education**, Patrick has worked with major corporations such as Alcatel, Boeing, Fujitsu, Halliburton, Ingersoll-Rand, Atlas Copco, Verizon and Pertamina – the Indonesian owned oil entity, in the areas of supply chain and materials management, traveling extensively in Asia and the former Soviet Union. He has also founded the current on-line learning initiative that has been a huge success with such companies as Halliburton, Ingersoll-Rand, Atlas-Copco and Verizon, resulting in both a U.S. and world-wide roll-out with approximately 3,000 participants, primarily in the areas of C.P.M, CPSM, CPIM and Six-Sigma.

Patrick has a wealth of experience in materials management and supply chain consulting solutions for high volume, fast paced organizations such as Emerson Electric, EDS, Clark Equipment, Intergraph, Perot Systems and NEC. He was also an adjunct professor at the University of North Texas specializing in logistics, transportation and marketing. His expertise includes extensive knowledge of ERP, MRP, CRP and various inventory control systems, international procurement, management of cross-functional teams, including buyers, engineering and multi-international SCM teams.

He has implemented, taught and achieved results for two Fortune 100 corporations in both Michigan State University and A.T. Kearney strategic procurement methodologies. Patrick is one of the first group to be both a Certified Professional in Supply Management (CPSM) and a Certified Professional in Supplier Diversity (CPSD) as well as a Certified Purchasing Manager (C.P.M.), both through ISM – The Institute for Supply Management and is certified in Production and Inventory Management (CPIM) through APICS. He has a degree in Industrial Management with a minor in Economics from the University of Alabama.

Below is a partial list of major firms that have benefited from Pat's Training:





Missouri State
UNIVERSITY

Featured **MASTERCLASSES:**

All on-demand (through our Digital Learning portal)

VAPNS - Summary

Value Added Procurement, Negotiation and SRM

Many organizations are becoming aware that the Procurement function is no longer just an operational cost center but one of strategic importance to their supply chain. According to ISM – The Institute for Supply Management, every 1% that you reduce costs equates to 5% in additional sales. Similarly, inefficiencies along the procurement process can cascade down the supply chain and adversely impact the bottom line. As prices of commodities become more volatile, it is crucial for the Procurement professional to proactively assess and review how to plan and implement value-added procurement strategies, perform successful win-win negotiations without leaving money on the table, and develop effective and sustainable relationships with key suppliers. This VAPNS Masterclass explores the latest methodologies and practices such that your organization can move from simply a reactive, tactical (cost center) department to a value-add, strategic (profit center). The presenter will give you the best of his experience in presenting this workshop, not only in the formal subjects to be presented but through networking and discussions, before, during and after the program.



Missouri State
UNIVERSITY

Featured

MASTERCLASSES:

All on-demand (through our Digital Learning portal)

VAPNS – Learning Outcomes

Value Added Procurement, Negotiation and SRM

1. Transform procurement function into a strategic arm
2. Thorough understanding of the entire procurement cycle and acquisition process
3. Successfully prepare for negotiations
4. Adapt effective strategies to achieve win-win negotiation outcomes
5. Develop effective and sustainable supplier relationships



Missouri State
UNIVERSITY

Featured **MASTERCLASSES:**

All on-demand (through our Digital Learning portal)

PSCRM

Proactive Supply Chain Risk Management

ACCORDING TO RESEARCH DONE BY ACCENTURE, SUPPLY CHAIN DISRUPTIONS HAVE BEEN FOUND TO CUT THE SHARE PRICE OF IMPACTED COMPANIES BY AN AVERAGE OF 7%!

Risk management within supply chains is one of the most significant challenges facing every organization since all organizations are usually members of at least one or more supply chains. As Middle East undergoes fast growth and rapid economic development, the Supply Chain Management (SCM) function often suffers from risks such as lack of financial resources, currency risks, long lead times and delays, quality risks, and security risks. In view of these, it is no longer sufficient to merely react to Supply Chain disruptions. Instead, organizations need to adopt a proactive approach towards managing these risks in order to reap competitive advantage through their Supply Chains. This PSCRM Masterclass will allow delegates to understand and minimize the risk factors present throughout the entire supply chain – from the initial supplier to the ultimate customer based on key factoids, case study application and best-practice tools used in industry. Delegates will adopt proven strategies to analyse and mitigate end-to-end supply chain risks to capture value, reduce vulnerability and ensure continuity for 2020 & beyond!



Missouri State
UNIVERSITY

Featured

MASTERCLASSES:

All on-demand (through our Digital Learning portal)

PSCRM – Learning Outcomes

Proactive Supply Chain Risk Management

1. Compare and differentiate five key risk groups
2. Develop a Risk Contingency Framework
3. Manage risk in supplier networks
4. Engage in both Supplier Relationship Management and Customer Relationship Management
5. Employ Early Supplier Involvement and best Inventory practices to reduce risk



Missouri State
UNIVERSITY

Featured

MASTERCLASSES:

All on-demand (through our Digital Learning portal)

NIMSC

Negotiating, Implementing and Managing Successful Contracts

IMPROVE YOUR CONTRACTUAL RELATIONSHIPS AND DELIVER SUCCESSFUL PROJECTS!

Supply Chain Management (SCM) is now a fact of life and presents a phenomenal opportunity to bring value to your organization. According to ISM-*The Institute of Supply Management*, the experts in Supply Management, has stated that every 1% that you reduce cost or achieve efficiency, this equates to 5% in additional sales. One of the key ways that the procurement and supply management professional can optimize this value is in the contracting process. In contrast to your contracts and supplier agreements merely addressing what either party can't do (based on violating key laws), what if your contracts also addressed what both parties can do (such as mutual cost-reductions and value-added programs)? This NIMSC Masterclass explores the latest methodologies in contracting based on both academic research and actual practice in Fortune 100 firms which can both protect you legally, as well as add maximum value to your firm.



Missouri State
UNIVERSITY

Featured **MASTERCLASSES:**

All on-demand (through our Digital Learning portal)

NIMSC – Learning Outcomes

Negotiating, Implementing and Managing Successful Contracts

1. Evaluate various contract frameworks extensively
 2. Apply cost analytical techniques to your contracts
 3. Enhance contract drafting, safeguard interests and avoid disputes
-
1. Communicate effectively with suppliers
 2. Deliver a successful project



Missouri State
UNIVERSITY

Featured

MASTERCLASSES:

All on-demand (through our Digital Learning portal)

ASSCM

Advanced Strategic Supply Chain Management

**UNTAPPED POTENTIAL TO SUSTAIN, ADD VALUE, IMPROVE PROFITABILITY
AND COMPETITIVE ADVANTAGE!**

Supply Chain Management (SCM) is now a fact of life. The supply chain concept exists as a means to enhance the ability of a firm to develop and maintain strategic advantages in a competitive marketplace. The benefits of supply chains extend beyond the operational dimensions of lead time, quality, and flexibility (AGILE) to the strategic and financial areas. Supply chains, if properly structured, can effectively combine the core competencies of a given firm with the skills and capabilities of its suppliers. According to ISM-*The Institute for Supply Management*, the experts in Supply Management, “every 1% that you reduce costs equates to 5% in additional sales!” Understanding and applying the global best practices covered in this Masterclass will facilitate process improvements to drive savings. This ASSCM Masterclass explores the latest methodologies and practices to perform effective Supply Management such that you can work with a best-in-class supply base delivering maximum value to your organization.



Missouri State
UNIVERSITY

Featured

MASTERCLASSES:

All on-demand (through our Digital Learning portal)

ASSCM – Learning Outcomes

Advanced Strategic Supply Chain Management

1. Knowledge as to how to implement Lean-Six Sigma
2. Ability to develop meaningful contracts
3. Strength position to negotiate total cost with suppliers
4. Insights on international & local regulatory requirements
5. Practical strategies on how to improve your firm's bottom line - PROFIT



Missouri State
UNIVERSITY

Featured **PRO-D COURSES:**

All on-demand (through our Digital Learning portal)

IMPLEMENTING ★ STRATEGIC ★ SOURCING



FUNDAMENTALS OF SRM



21st Century NEGOTIATIONS



APPLICATIONS IN COST MODELING



PRINCIPLES OF CONTRACTING





Missouri State
UNIVERSITY

COURSE OUTLINE (SS)

IMPLEMENTING ★ STRATEGIC ★ SOURCING



This course focuses on the 12 objectives supporting the 7 essential steps which consist of database, strategies, financial, sources, partnerships, inputs and metrics. The course also covers 5 key Supply Strategies, the development of the Risk vs. Profit Matrix, utilizing technology, stakeholder buy-in and timely roll-out with exercises and case studies.



Missouri State
UNIVERSITY

COURSE OUTLINE (SR)



This course focuses on the 17 key objectives with focus on lowering TCO- Total Cost of Ownership, two approaches to supplier segmentation, the use of mapping, developing a diverse supply base and supplier audits/evaluations with fundamental exercises and case studies.



Missouri State
UNIVERSITY

COURSE OUTLINE (SN)

21st Century **NEGOTIATIONS**



This course focuses on 15 key objectives, including the use of tools such as SWOT and Porter's Five Forces Model, establishing the theme (objective), understanding 22 skill sets, utilizing tactics and preparing a Negotiation Plan with fundamental exercises and case studies.



Missouri State
UNIVERSITY

COURSE OUTLINE (CM)



This course focuses on 17 key objectives, with a big emphasis on the “Open-Book” costing theory, including proper budgeting, comparing cost types vs. behaviors vs. decisions, calculating supplier profitability and rolling out to both your internal customers and suppliers with fundamental exercises and case studies.



Missouri State
UNIVERSITY

COURSE OUTLINE (CP)



This course focuses on 18 key objectives, with a review of not only “reactive” but “proactive” language, including the four key elements of a contract, the UCC- Uniform Commercial Code, the difference between price and cost contracts, and contract administration with fundamental exercises and case studies.



Missouri State
UNIVERSITY

DELIVERY VENUES



All on-demand (through our Digital Learning portal)

- ✓ **At your convenience from home or office**
- ✓ **via our Collaborative Partner -**
g and their unique e-Learning system.
- ✓ **Additionally, you are provided deep and rich supplemental materials to reference before/during/after.**
- ✓ **Each Zoom meeting is recorded and sent to you for reference and you can share with your colleagues.**



Are you ready to get started?



Missouri State
UNIVERSITY

SUPPLEMENTAL MATERIALS



Studies show that:


- ✓ after 1 hour, you retain less than 50%
- ✓ after 1 day, you retain less than 70%

➤ Have you ever attended an educational event only to receive a slide deck?

➤ To top it off, were the slides disappointing?



➤ Would you like to receive supplemental materials with BIC techniques that you can directly apply on the job?

➤ If the answer is  to any of the questions above, then you will

our materials!

