

Purchasing and Supply Chain Management support

Approximately 60% of a printer's cost of sales is in materials, consumables and services. Purchasing management is thus vital to controlling costs and boosting profits and yet purchasing is seldom seen as a core activity for many printers. As customers demand lower prices and improved levels of service, printers must change their approach in order to find new ways of working with their suppliers to minimise their costs. In this highly competitive printing environment only the lowest cost producers will survive in the longer term.

The purchasing and supply chain management support service from BPIF Business can help printers achieve a sustainable, competitive position and to increase profitability.

Our approach is thorough and supportive. Our Purchasing and Supply Chain Management review will benchmark your organisation's buying practices, procedures and systems against Best Practice, make recommendations for improvements and help prioritise actions. If desired, we can then also provide a fully managed solution to help you implement these recommendations over an agreed period of time.

Key Benefits

Our Purchasing and Supply Chain Management Scheme can help your organisation:

- Achieve accurate and more competitive client pricing
- Institute Best Practice purchasing methods and procedures
- Improve negotiating skills, tools and techniques
- Create a better working relationship with suppliers
- Better evaluate your company's overall true purchasing costs
- Reduce administration costs
- Evaluate and modify current supply chain management practices and procedures
- Save money



What is involved?

A specialist BPIF print purchasing and supply chain expert can:

- Conduct an audit to identify the current status of your systems, processes and procedures
- Benchmark against Best Practice and make observations on current methods of operation
- Assess current skills levels
- Recommend potential "non core" purchasing opportunities
- Discuss, recommend and agree practical and realistic improvements
- Conduct individual or group purchasing and supply chain management training
- Develop negotiating tools and techniques to suit your business
- Provide ongoing implementation resource

Each programme is designed specifically to meet your organisation's needs and can include a full range of purchasing and supply chain management support.

How long does it take?

The audit and recommendations phase usually takes between 3-5 days and ongoing support can be provided on a regular basis, typically a day every one or two months for the next year in order to ensure good systems, procedures and practices are bedded down into your operations. The time involved however, depends on the size and nature of your organisation and the outcome of the initial audit.

How to find out more

To arrange to speak to or meet with one of our experts please email gil.reid-robbins@bpif.org.uk or call on 020 7915 8345.

Can we help you further?

The BPIF and ViP offer a wide range of customised support services, programmes and courses for printers, designed and delivered by print industry specialists. If you would like to know more about any of these, please tick those you are interested in and fax this to Gil Reid-Robbins, Head of BPIF Business on 020 7405 7784, or call her on 020 7915 8345 or email gil.reid-robbins@bpif.org.uk.

SUPPORT FROM BPIF BUSINESS

Health, safety and environment

- Health & Safety Healthcheck
- Health & Safety Management Schemes
- Standards Gap Analyses & Improvement Programmes for
 - ISO 14001 (Environment)
 - OHSAS 18001 (Health & Safety)
 - FSC Chain of Custody
- Environmental Healthcheck
- Integrated Management Systems Support
- Noise Surveys
- Occupational Health Management Schemes
- Interim Health & Safety Managers
- Business Continuity Planning

Technical

- Technology Healthcheck
- Design and Print Unit Reviews for In-plants
- Workflow and Pre-press Reviews
- Digital Business Development
- Press and Post-press Investment Support
- Management Information Systems Support
- ISO 12647: Colour Management Support
- ISO 7799: Security Support
- Dispute Resolution and Expert Witnesses

Business development

- Standards Gap Analyses & Improvement Programmes for:
 - ISO 9001 (Quality)
 - PAS 75 (Customer Service)
- Cost Rates Reviews
- Financial Management
- Business Planning
- Sales Development
- Market Research and Development
- Marketing Planning and Implementation
- Interim Management and Mentoring
- Factory Layout and Planning
- Purchasing and Supply Chain Management
- Website Development and Internet Marketing

BUYING AND SELLING FROM BPIF MCINNES CORPORATE

- Acquisitions and Mergers
- Grooming for Sale
- Business Valuations

LEGAL SERVICES FROM BPIF LEGAL

- Mediation

SHORT COURSES FROM BPIF BUSINESS

Courses can be open or delivered in-house:

For a complete list of all the courses we offer visit:

www.britishprint.com/shortcourses

Health, safety and environment

- Health & Safety for Managers and Supervisors
- Environmental Briefing for Managers
- Manual Handling Training
- IOSH Managing Safely
- CoSHH Assessment
- Risk Assessment Training, inc Fire
- Occupational Health Awareness

Technical

- Introduction to Print Processes
- Introduction to Print Technology (3 Days)
- Print Production Planning
- Introduction to Print Estimating

Business development

- Getting the Sale
- Advanced Sales Management Skills
- Digital Sales Solutions
- Sales and Marketing
- Customer Service
- The Supervisor Role

HR SUPPORT FROM BPIF

- HR Healthchecks
- HR Policy and Documentation
- HR Management Schemes
- Organisational Restructuring
- Absence Management Workshops

WORK-BASED TRAINING FROM BPIF TRAINING

- NVQs
- Apprenticeships
- Professional Certificate in Print Management
- Technical Certificate

PROCESS IMPROVEMENT FROM VIP

- Premier Snapshot (diagnostic)
- Modular Improvement Programme (10-25 staff)
- Kickstart (26-50 staff)
- Masterclass (50+ staff)
- Office and Pre-press Change Cycle
- Team Leader Training with BPIF Training
- Materials Waste Reduction

Your name _____

Job title _____

Company name _____

Address _____

Telephone _____

E-mail _____