

A photograph of four business professionals in a meeting. A woman in a black blazer is smiling and talking to a man in a grey suit. A woman with glasses and a man in a light suit are also present, looking towards the woman in the black blazer. They are standing in front of a stone wall with some greenery.

Market leading purchasing education

Financial assessment of suppliers

Suppliers that cancel their deliveries or go bankrupt can create major problems and cause unnecessary costs.

Purchasing and supplier assessment involves taking a comprehensive view and focusing on the total cost (TCO) and value creation for the company and end customer – not just the price.

Financial assessment of suppliers

- How do you assess suppliers?
- How do you correctly value a company?
- Risk management, credit reports, exchange rate risks
- Annual Reports.



Financial assessment of suppliers

During the course, those provisions that apply to the purchase of services and the problems and pitfalls that you should avoid will be presented and discussed. You will also gain knowledge about how complex purchases can be carried out so that the best possible total cost for technology, systems and development can be achieved. Those skills that you will gain will be valuable in day-to-day purchasing work as well as in decisions regarding insourcing and outsourcing. (The purchase of services and functions is included in the certification program in purchasing, CISilf®, but is also given as an independent course.)

Contents

- The purchasing process for the purchase of services
- Function concepts for technological purchasing
- The purchasing process for the purchase of functions
- Quality assurance and evaluation of service purchases
- Contracts for the purchasing of service and function
- Function purchasing as a way to find new solutions

Purpose and educational objectives

You will gain broad knowledge about how the purchase of services and functions can be carried out in the most effective way.

Who should attend?

People who want to improve their ability to formulate requirements and carry out qualified service and function purchasing.

Practical skills

"I chose the CISilf®-program because I lack formal purchasing education," says Helena Carlsson, certified engineer from Chalmers who works with global purchasing within Volvo Logistics.

Helena Carlsson's work tasks include carrying out national and international purchasing of transport services.

In this work she has practical use of the skills that she attained during the certification program.

"For example, I have benefited quite a lot from what learned in the course regarding negotiation, business law and financial assessment of suppliers. The fact that the content of the certification program is adapted to international demands and conditions is naturally a benefit since Volvo Logistics is a global operation." ■



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