STRATEGIC PROCUREMENT LEADERSHIP

MASTERCLASS TRAINING Mon 1st - Tues 2nd March 2027



LIVE in New Zealand - MARCH 2027

Join this OPEN PUBLIC workshop LIVE & F2F in AUCKLAND - 1st - 2nd March 2027
@ Sofitel Auckland Viaduct Harbour hotel - from 9am-5pm both days
AUD $2460 per person, with no GST- grab the 2 for 1 offer & bring a colleague for FREE
Or, just run a PRIVATE WORKSHOP for your in-house team on your dates?
ENQUIRIES or BOOKINGS for both EMAIL jd@jdconsultancy.com.au

STRATEGIC PROCUREMENT
LEADERSHIP PROGRAMME

CORE STRUCTURE 2027

- Procurement leadership
- Strategic procurement & risk management
- The business case for SRM
- Buying during inflationary times
- Delivering value beyond savings
- ESG - making it real
- Goal alignment - the secret to it all?
- Tracking UP your INBOUND supply chain
- Supply chain management & the BIG question
- Managing contracts & downstream drama
- Building procurement capability
- Agile Procurement - part of the answer
- Category Management - is it really working?
- Making sourcing genuinely strategic
- The 8 ways procurement is using Gen AI right now

NB: Not all content elements run on all workshops

> ***"Lift your thinking from the transactional to the strategic in less than two days"***



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PAST ATTENDEES HAVE INCLUDED

Around 1,000 past attendees of JD's training programmes have included executives from well over 100 organisations such as;

Rio Tinto
BHP Billiton
CBA
Aldi
Novartis
Foxtel
Yan Coal
Petronas
Oil Search
Bluescope
GM Holden
EY
PWC
Cochlear
Parmalat
Monash University
Bureau Veritas

Bethanie Group
TNT Australia
Ramsay Health
Fisher & Paykel
HPV
QLD Health
Gold Coast Health
VIC Govt DEECD
LGP NSW
Jemena
Nufarm
University of Otago
Dept of Health NSW
SA Health
DFAT
SITA
GWF

PowerCor
AusNET
TransGRID Flight Centre
Deakin University
RMIT University
DELWP VIC GOVT
PowerCor
Rheinmetall
AngliaCare
Schneider Electric
QLD Health (MNP)
Ego Pharma
Rheem
Genea
Dept of Defence
TAL
Total Oil & Petroleum

BNZ
Southern Cross Care
Auckland Council
Transpower NZ
Health NZ
Suntory
Fisher & Paykel
Dept of Corrections NZ
Brunei Oil Corp
Hanson
EGO Pharma
RAAFA
LG Electronics
Evolution Mining
Air New Zealand
Fonterra

... ***and many others.***

INCLUDES up to 40 real-world CASE STUDIES

JDCONSULTANCY



KEY THEMES IN THE PROGRAMME:

- Defines directly the major questions facing the procurement profession today,
- Looks at genuinely strategic solutions to these issues, and how others do it …
- Interrogate five top strategic procurement tools
- Addresses why strategic sourcing from Australia & New Zealand is more difficult,
- Takes a glimpse at the sales professionals' view of buyers, and why it matters,
- Considers how Procurement can align with your Marketing strategy - a unique element
- Discusses the most acute management challenges facing procurement this year

WHAT PREVIOUS ATTENDEES HAVE SAID:

"I went into the course with a relatively low expectation of receiving mountains of theory and not so many practical examples.

To my absolute delight I found Jonathan's delivery to be extremely energetic. His ability to call on practical examples for almost every scenario discussed was outstanding.

The examples were very real and stretched across many industries, scenarios and often strayed well beyond his own personal experiences."

Group Procurement
Mgr Major Australian Corporation

"The course was absolutely fantastic and Jonathan was a breath of fresh air, especially his knowledge & personal experiences he shared with us.

I took away so much from the course I would recommend it to anyone in my field."

Arvind Mistry
Purchasing Co-ordinator Genea

"Engaging, enjoyable and informative with real-life, current examples.

In my 30+ years as a procurement professional I've attended many courses and workshops. This one ranks up there with the best

JD's style challenged as well as informed and created genuine participation and debate from the course members."

Phil Partridge
Procurement Manager Electrix"