

# 3-day **PLC** Masterclass Workshop

## Project procurement management

16-18 November 2015, PIKOM Training Centre, Damansara Perdana

Business Technovise Innovation Sdn Bhd is pleased to invite you to attend an intensive **Project Procurement Management Masterclass** on 16-18 November 2015 at PIKOM Training Centre, Damansara Perdana, Petaling Jaya.

Approximately \$10 trillion is spent annually on projects of all kinds. Globalisation of market and operations, including outsourcing, lead to **global purchasing and supplier development**. This perspective indicates the **importance of effective procurement** and supply functions for organisational **effectiveness and competitiveness**. Project procurement management is the process of purchasing the products necessary for meeting the **needs of the project scope**. It is favorable that the goods, services or works are appropriate and that they are procured at the best possible to meet the needs of the purchaser in terms of quality and quantity, time, and location. Particularly in the current **economic** environment, **effective and efficient procurement** across your business is **vital**. *As Paul Teague puts it aptly, data analytics are being harnessed by just about everyone, it's time procurement become the master.*

**Project Procurement management (Project PM)** is the process companies use to purchase economic resources and business input from **suppliers or vendors**. Procurement planning is the process of identifying which part of the project should be procured from resources outside of the organization. Generally, procurement decisions are made early on in the planning processes. *At the end, a company's procurement experience and knowledge needs to be highly relevant to the local markets.*

People's pursuit for **bottom-line improvement** will significantly impact the way we conduct our business in the local market, the efficiency we deliver through the supply chain, and the return we generate from our investment (ROI).

Individual businesses set **procurement policies** that govern their choice of suppliers, products and the methods and procedures that are going to be used to communicate with their suppliers. **The Project PM Masterclass** scrutinizes how a procurement professional can articulate a "from-to" vision with **clarity and purpose**. *In our social media era, growing our knowledge base in the procurement space is a momentary tweet away.*

Procurement management involves **planning, soliciting sources, choosing a source, administering the contract, and closing out the contract**. Procurement management, focuses on the practices from the **buyer's point-of-view, not the seller's**.

### Why Attend the Project Procurement Masterclass?

Procurement management is known to help an organization to **save** much of the **money** spent when purchasing goods and services from outside. For one, project management offers a variety of **control mechanisms** for projects. Project management can help control issues that arise related to a project's **budget**, human capital, communications, resources, quality, and time frames. These are all **important** aspects of completing a project successfully, and project management will help track, manage, and control these variables. Project managers **MUST** make sure that **overarching goals** are achieved and there is no better method as making **significant savings over a relatively short period of time** for your company. *"What determines success or failure is managing the relationship less as a contract and more as a strategic alliance."*

### About the Chief Instructor:



**Mr. Tan Chee Peng** is the founder and CEO of **Team SYNthesis (TS)** and **Business Technovise International (BTI)**, a strategic services firm specializing in Business / IT Strategy, **Programme & Project Management (PPM, PMO & IQA Advisory)** of large implementations and business process integration projects.

Prior to BTI, Mr. Tan was the managing partner, **Andersen Worldwide** managing the consulting practice in Mauritius, Madagascar, Kenya, Malawi, Tanzania and Uganda. Mr. Tan, an **ASEAN scholar** and a **First Class Degree** holder from Imperial College, UK, has more than **30 years of consulting experience** in financial services industry, helping MNC clients in Business-IT Strategy Formulation & Implementation, Business Process Reengineering, Programme and Change Management, Performance Management and, e-Commerce strategy and Implementation. He was previously the Vice President, Technology of **Citibank N.A.**, Singapore.

Mr. Tan was conferred the **CITPM Senior**, the Singapore National IT Project Management Certification on 26 November 1998. Based on his professional work in Singapore, Mauritius and Africa, he was independently nominated and admitted to the **International Who's Who of Professionals for 1999**. Mr. Tan also sits on the **Board of Assessor** for the Singapore National IT Skills Certification Programme – IT Project Management since its inception.

He is also a **Fellow Member** of the Singapore Computer Society and has been listed on the **SCS Roll of Honour** in recognition and appreciation of his valuable support and contribution to the Society. Mr. Tan has given Project/Programme Management Conferences, workshops and training sessions to more than **5,200 PMs** worldwide and has successfully completed assignments in more than **63 countries**. Mr. Tan is also a Mauritius SAPES recipient & invited member, **Honorary 300** of the Singapore National Infocomm Registry for ICT Professionals 2011-2013. Mr Tan anchors the national Leadership certification programme in **Malaysia, Singapore & Mauritius**.

### Target Audience:

This course aims at empowering the Program managers, Project managers, Operations managers, Senior Engineers, Team Leaders, managers and others who want to apply best practices for **Procurement Management**. This is the **ninth** of 10-part knowledge areas to develop high performance teams that can drive initiatives to successful completion and obtain the desired organization outcome. **Certified PMs will find the missing links in their PPM practices and relish its inherent challenges.**

**The course is very demanding, inevitably it will force the participants out of their comfort zone in order to climb the next S-curve.** All participants **should have** a laptop (with **WIFI Connections**) in order to take part in the exercises and read the course notes provided in PDF format.



**DAY ONE - Monday 7 September 2015 (08:30 –19:00)****08:30-12:30****Procurement Management -**

What is Procurement Management?

**Project PM Processes**

- Plan
- Conduct
- Control
- Close

**Project Procurement**

- Make-or-buy analysis
- Expert Judgment
- Market research
- Meetings

**Outsourcing Disputes**

- Failure to meet
- Unclear
- Changing requirements
- Unforeseen charges

**Identifying Components of Service Levels**

- Quality
- Performance
- Support
- "Usability"

**Determines Penalties****How to determine just penalties?**

- Cost of lost productive time
- Cost of rework
- Cost of lost data
- Cost of loss business
- Indirect costs

**13:00-19:00**

Practical Sessions

**Project PM—The Masterclass****Leadership Session***Computer Based Testing (CBT) 1**Course Work (PMP) 1**Group Work 1*

PMBOK Process Groups & 10 Knowledge Areas – Plan Procurement Management, Conduct Procurement, Control Procurement, Close Procurement.

- Procurement (direct)
- Integration (how it is impacted)
- Scope (how it is impacted)
- Time (how it is impacted)
- Cost (how it is impacted)
- Quality (how it is impacted)
- Human Resource (how it is impacted)
- Risk (how it is impacted)
- Communication (how it is impacted)
- Stakeholder (how it is impacted)

**1st IGS Leadership Speaker****DAY TWO - Tuesday 8 September 2015 (08:30 –19:00)****08:30-10:30****Review & Discussion on CBT, Course Work & Group Work****Preparing to leave your vendor : Some Key Issues**

- The Legal Issues
- The business implications
- The operational implications

**Contract Validity****Solutions to Common Problems**

- Careful selection of vendor
- A good contract with well-defined SLAs
- Effective management of the vendor

**Module Outline**

- When to employ vendors
- Vendor evaluation and selection
- Monitoring & Controlling Vendors

Practical Sessions

**Leadership Session***Computer Based Testing (CBT) 2**Course Work (PMP) 2**Group Work 2***2nd IGS Leadership Speaker****13:00-19:00**

Planning Review

**DAY THREE - Wednesday 9 September 2015 (08:30 –19:00)****08:30-12:30***Group Work 3 (Presentation)**Computer Based Testing (CBT) 3***13:00-19:00****Leadership Session****Procurement Management – The Takeaways Success Stories****3rd IGS Leadership Speaker**



Project procurement  
management

The 3-day PLC Masterclass has helped me to critically assess my roles in my organization. Being very focused, I had always thought that I was doing my job with the best approach. But, after the PLC Masterclass, I am equipped with new practical techniques which would enable me to do my job even better, for my benefit, my staff and my company. As a leader, over and above skill and competence, humility is very important to make the difference, have the winning edge and makes it happen...

**Francois CHONG TSANG FEE AH QUNE, Manager Maintenance Planning, Air Mauritius Ltd**



The PLC Masterclass has driven me back into the inspired mood of the 5-day PLC. This Masterclass, however, is more in-depth and covers each knowledge area comprehensively. The Masterclass has given me more useful tools which I can, not only use in my work, but also in my day-to-day life. Overall, I am very satisfied and will certainly encourage my colleagues & friends to attend the future Masterclass series...

**Beenou MUNGRA-RAMPARGASS, Human Resource Manager Livestock Feed Ltd**



I have recently been posted in the Quality Department in my company. I was unaware of the terms used. Now after the Masterclass, I am well equipped to do the Quality Assurance & I am well versed with the 'Quality terms'. The concepts/ideas presented will be very helpful to me to apply in my new job. Overall, I am satisfied with this 3-day PLC Masterclass Workshop...

**Mirella MALHERBE, Assistant Administrative Officer, Financial Services Commission**



Very good knowledge was imparted to us, with more details, techniques & templates to enable one to perform better in his daily work. I will certainly use these techniques to achieve better targets for my company. Overall, I am satisfied with this 3-day PLC Masterclass Workshop...

**Yasdeo RAWOTEEA, Head of HR Management, Cum Head of Electronic Banking, MPCB**



The 3-day PLC Masterclass was very interesting and I learnt new techniques which will help in practice. Communication plays a vital role in my job & it is good to know how to handle it. In the PLC Masterclass, I learnt how to conduct presentations the right way. It will certainly be very helpful for me...

**Amit JUGGURNATH, IT Manager Central Water Authority**



Apart from being an invaluable knowledge enriching experience, the Masterclass on Risk Management has broadened my views and has enhanced my way of doing things. Managing risk is a daily activity for all of us. In general, we all have a general idea of risk management and mitigation but this 3-day Masterclass brings out this practical and real aspects, especially in the context of running a business. Investors are always worried about multiplying their wealth, directors about their paychecks, creditors about payment on time and so many constraints exist in real life. However, this Masterclass shows us how to identify, address and mitigate risks such that no issue is left unresolved thereby, satisfying all stakeholders. Masterclass is definitely the enlightenment! **Ashwini Salabee**



Being at the level of management, all the scopes are of great interest to me. On a personal point of view I also find that all the scopes are important for any deliverables in any field of activity. Overall, I am satisfied with this 3-day PLC Masterclass Workshop. The class was really interesting and all the modules are directly applicable to the different functions for the deliverables in our company. On the whole, I must say that the approach with all the details were very good for the understanding of the course...

**Ludy RAMALINGUM, Managing Director, DCL**



The PLC Masterclass has completely taken me out of my comfort zone. Now that I have acquired a lot of practical techniques, I will certainly put them into practice as from tomorrow. The Masterclass made me realize that I have not reached the summit yet. I will definitely set another dream for my students tomorrow. The Masterclass journey has come to a quick end but created 2 major changes in me (both personal & professional). I would also testify that the Masterclass is tougher than my PhD ...

**Mahend GUNGAPERSAD, Rector, Rabindranath Tagore Secondary School**



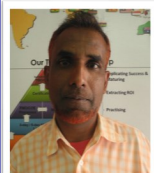
The 3-day PLC Masterclass was very insightful. I have learnt many techniques & terminologies which will allow me to compartmentalize the steps and activities in my project procurement plan. What I acquired in the Masterclass will be very useful in building up my knowledge and helping me in putting theory into practice. Besides, it is always a pleasure to attend the PLC Masterclasses...

**Eric Taily, Project and Engineering Manager DRBC Milling Co Ltd, Alteo Group**



After the 5-day PLC course, I thought I had gone through everything. But, life is a learning process. The 3-day PLC Masterclass was a good refresher course on each knowledge area topped up with real-life experience. I acquired new skills which I will put into practice as from tomorrow ...

**Ken Arian, Manager Business Projects Harel Mallac Technologies Ltd**



I have learnt a lot in this Masterclass. I will have to apply everything that I have learnt in my day-to-day work & make things better. I will certainly recommend my colleagues/friends to attend the Masterclass in the future...

**Hassen Emrith, Head of Operation, Vector International Ltd**



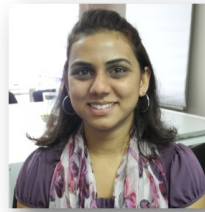
The 3-day PLC Masterclass has exceeded my expectations, not only professionally but also personally. I regret it's already over. What I learnt will complement my professional life with the additional knowledge of tools, techniques and technical terminologies. The Masterclass certainly value-add in terms of planning for my future professional career ...

**Jeannique Marie Noelle Ithier Procurement Manager Livestock Feed Ltd**

What Our Past **PLC** Masterclass Leaders Have To Say...

I would like to say that the 5-day PLC has brought many success in my department. This 3-day PLC Masterclass is more detailed. I learnt many things which I will certainly put into practice...

**Ronny PAZOT**  
**Infrastructure & Production Manager**  
**MCB LTD**



Attending the 3-day PLC Masterclass was a significant achievement for me, especially in learning the different aspects of Integration management. The Masterclass also taught me how to stay focus in what we do and that there is no barriers to success if you have a vision and the right plan and approach to achieve it ...

**Mantasha RAMPARSAD**  
**Client Service Manager**  
**Deutsche Bank Mauritius Ltd**



The 3-day PLC Masterclass has certainly morphed me into a butterfly. I can now relate to the key aspects of stakeholder engagement and using the various techniques to drive an initiative to a successful outcome. I am now more focused ready to fly...

**Damini RAJIAH**  
**Analyst Programmer**  
**Mauritius Telecom**



did ...

Before attending the 3-day PLC Masterclass, planning was the main thing for me to start a project. But now, it is not only about planning, but also applying the 10 Knowledge areas. With a very complete & comprehensive view of Project Management, the knowledge I gained in the Masterclass will certainly help me to drive my projects successfully in the future. The 3-day PLC Masterclass is worth more than the 2-year Masters in Project Management that I

**Jean Eddy ARISTIDE**  
**Assistant Maintenance Manager**  
**ALTEO Refinery Ltd**



The 3-Day PLC Masterclass is where I have practiced and mastered the hands on experience and apply the best methodologies in the field of Project Management. The learnership is beyond the boundaries of the traditional lecture class but rather of a Masterclass Project Management Office where attendees use a PMIS, diagnose a real Project Management Plan, use real project documents and apply best methodologies in live-mode project management. The Intermediate PPM Workshop is an ideal platform where Project Managers are inspired and propelled to showcase with confidence their project performance, progress and success to any Steering Committee. PLC Masterclass where the Project Management savvy meets the Master of Project Management Practitioner to strengthen his/her foundation and eventually grow in heights...

**Arvind MUNGROO**  
**Project Manager**



It was a very tough balancing act of ongoing work pressure and the 3-day PLC Masterclass intensity. Nevertheless, I can say with certainty that I have no regrets staying the course & completing the Masterclass. I am very happy to learn of challenges that lie within and beyond a project. I am now much more prepared for these challenges & the next steps. What I liked the most in the Masterclass is the practical sessions and their interactions. It gave us an opportunity to think deeper and broader. The 3-day PLC Masterclass is, without any doubt, very interesting and fulfilling ...

**Nadine LUCHMUN**  
**QA Manager**  
**Chesteroc Ltd**



The 3-day PLC Masterclass has very much exceeded my expectations. I have been able to grasp many techniques on how to engage stakeholders. The Masterclass is indeed a very intense experience with in-depth focus on a specific knowledge area and solutions towards handling difficult situations ...

**Purusham RAMIAH**  
**Software Engineer**  
**Mauritius Telecom**



The 3-day PLC Masterclass has exceeded my expectations. I will certainly recommend to my Management to send our senior staff to attend this Masterclass which will generate win-win outcome for the Company. I am taking away with me a pool of knowledge that will put me in a good stead for the challenges ahead ...

**Noorani RUJUBALI**  
**Maintenance Manager**  
**AVIPRO Ltd**



# Project procurement management Registration Form

## 1. PERSONAL DETAILS

Mrs ☐ Miss ☐ Ms ☐ Mr ☐

First Name (s) \_\_\_\_\_

Billing Address \_\_\_\_\_

Tel. (Incl. area code & extension) \_\_\_\_\_

Email \_\_\_\_\_

Meal Preferences: Veg ☐ Non-veg ☐

Title (Dr, Prof, etc) \_\_\_\_\_

Surname \_\_\_\_\_

Country \_\_\_\_\_

Company \_\_\_\_\_

Mobile \_\_\_\_\_

Fax \_\_\_\_\_

Personal Email \_\_\_\_\_

Signature \_\_\_\_\_

Date \_\_\_\_\_

## 2. PROFESSIONAL BACKGROUND

Qualifications \_\_\_\_\_

Years of Project Management Experience \_\_\_\_\_

Professional Project Management Certification (e.g. PMI, CIIPM, PLC, AAPM, Prince2, etc) \_\_\_\_\_

Years of Experience \_\_\_\_\_

Years as Officially-designated PM Roles \_\_\_\_\_

Additional Information \_\_\_\_\_

## 3. REGISTRATION METHOD

Email: PLCSecretariat@teamsynthesis.com

Phone: (+603) 7880 3119

Fax: (+603) 7880 4119

Post: Business Technovise Innovation Sdn Bhd

71C, Jalan SS25/2,

Taman Bukit Emas

47301 Petaling Jaya

Selangor, Malaysia

## 4. MODE OF PAYMENT

### (Local Delegates - RM 3,500)

Number of participants \_\_\_\_\_

☐ Please find enclosed a cheque for Rs. \_\_\_\_\_

☐ Please invoice my institution and payment will be made prior to the start of the Course.

Cheque should be drawn to the order of **Team Business Technovise Innovation Sdn Bhd**

### (Overseas Delegates - USD 900)

Number of participants: \_\_\_\_\_

The only method of payment acceptable is via Telegraphic Transfer to the bank account of the Team SYNthesis (Mauritius & Africa) Ltd. Payment must be received 10 days before the start of the course.

**Swift Code:**

**MBBEMYKL**

**Account Name:**

**Business Technovise Innovation Sdn Bhd**

**Bank Account No:**

**512343217699**

**Bank Name:**

**Malayan Banking Berhad**

## 5. INFORMATION & DISCLAIMER

### PAYMENT POLICY

Payment is due in full at the time of registration. Full payment is mandatory for event attendance.

### CANCELLATIONS & SUBSTITUTIONS

Once registration form is received by **Business Technovise Innovation Sdn Bhd** and invoice issued to participants, payment is expected. You may substitute participants at least 5 working days prior to the beginning of the Course. Cancellations will be refunded only if made in writing at least 10 days prior to the beginning of the Course. In lieu of the preceding cancellations, participants can be transferred to the next session but such transfer is allowed **ONCE** only regardless of the period of notice. No refund is given for any late cancellations or for participants who do not show up for the course (no-show or partial show). The Organizers reserve the rights to change the venue at their own discretions.

### VENUE

PIKOM Training Centre  
E1, Empire Damansara. No.2, Jalan PJU 8/8A,  
Damansara Perdana 47820 Petaling Jaya, Selangor. Malaysia.

### REGISTRATION DEADLINE

The duly filled Registration form together with payment should reach the Business Technovise Innovation Sdn Bhd by Monday, 9th November 2015. (Tel: (+603) 7880 4119)

## 2015 PLC MASTERCLASS PROGRAMME

Please also register me for the following  Masterclass series:

S/N	Name	Date	Status=Open
9	Procurement Management (Current)	16-18 November 2015	<input type="checkbox"/>
10	Stakeholder Management	18-20 January 2016	<input type="checkbox"/>
1	Integration Management	26-28 January 2015	CLOSED
2	Scope Management	4-6 February 2015	CLOSED
3	Time Management	23-25 March 2015	CLOSED
4	Cost Management	18-20 May 2015	CLOSED
5	Quality Management	15-17 June 2015	CLOSED
6	Human Resources Management	22-24 June 2015	CLOSED
7	Communications Management	29 June-1 July 2015	CLOSED
8	Risk Management	27-29 July 2015	CLOSED