

COMPIT BUSINESS GAME

January - 2025











Training overview

Learners are immersed in the reality of a company working with a panel of suppliers that must be optimized to minimize risks while maximizing value creation for the company

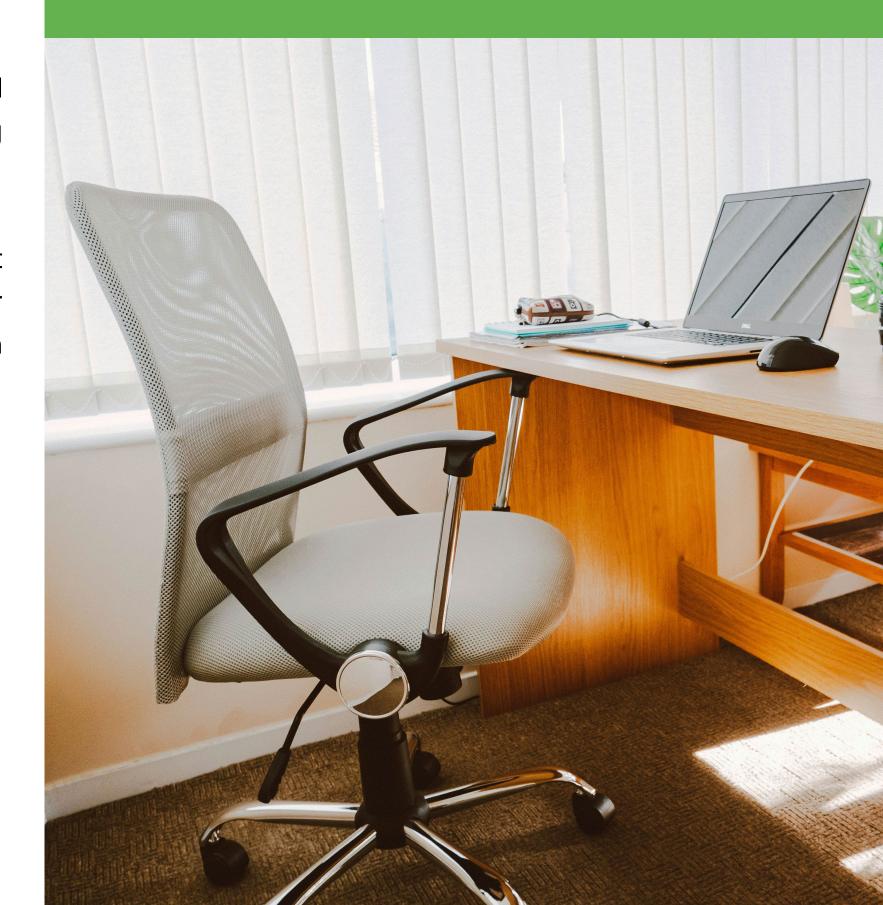
Familiarize learners with the levers available to Procurement professionals, which are not limited to negotiation, while raising their awareness of decision-making based on purchasing data... in a fun format

Target audience

- Procurement professionals
- Supply Chain professionals
- Management of companies handling Procurement issues

Duration

Full-day or 2-day options available





Program

The program consists of

3 focus areas, each of them
providing added value to an
organization supported by the
use of various levers to manage
Procurement activities and
make data-driven decisions.



- What does my supplier base look like? How many suppliers are there?
- How many Procurement categories do I manage?
- What do I represent in terms of turnover?
- Am I in a single source situation with a supplier? Or do I manage too many suppliers?
- What is their financial health?
- Is there a contract in place?
- What is the performance of these suppliers? What is their service level?

• Do I have a total cost view of what we purchase?

suppliers

- Is there a potential for partnering? Can we cocreate?
- What is the suppliers' appetite for innovation?



Training objectives

- Foundational knowledge: gain an exhaustive view on possible Procurement levers to optimize your supplier management
- Practical application: The COMPIT Business Game puts learners in the shoes of a team in charge of a Procurement department faced with a panel of suppliers with varying levels of performance
- Management: take decisions on a data-driven basis

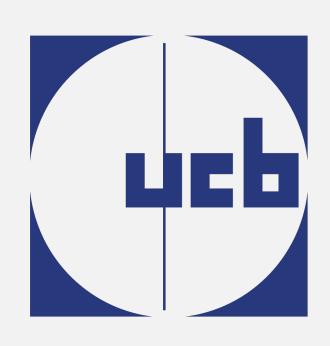
Additionally, you

- Will work as a team and reinforce ties between employees
- Will have fun while competing with others because... it's a game after all





They've played the game











Our trainers



Aurélien HUYGHENS (NL/FR) Senior Consultant

8+ years' experience in Procurement & Supply Chain Management in the banking, food, chemical, construction, energy, hospitality & pharmaceutical industries, with experience in Belgium, the Netherlands & the UK



Laurent MIS (FR)
Consultant

6+ years of experience in Procurement & Supply Chain Management in the banking, construction & food industries through experiences in Belgium & Canada



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