

Benefits of Category Management

Redcap Associates Ltd



David is the Managing Director of Redcap and has recently completed a client project that delivered over *£1 million cost reduction* through the effective implementation of Category Management. He can provide an insight in to how you need to drive forward the concept to get essential buy-in from colleagues, management and suppliers.



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This programme, presented by David Pratt, is designed to dispel many of the myths that are associated with Category Management. It will provide an overview and a clear understanding of the potential benefits of the methodology. For some organisations, Category Management is the only way to work, for others it's a potential opportunity to unlock effective supply relationships, delivering cost reduction and managed risk.

This programme investigates the approach of Category Management and introduces the Category Management toolkit originally developed with industry leader Nissan.

Who should attend?

Procurement Managers, Buyers and Internal Clients from the private or public sectors who need to develop their approach to Category Management as an aid to improving performance and reducing cost of supply.

Programme Content

- What is Category Management?
- What benefits does Category Management offer?
- How does Category Management fit with Procurement Legislation in the Public Sector?
- Understanding categories and setting targets
- What are the pitfalls?
- The key stages in developing Category Management strategies
- The "Category Management Tool Kit"
- Potential organizational and skills issues
- Getting to grips with the process
- Implementation timeline
- Personal Action Plans

Duration: 1 Day
