



CSCEE

Certified Supply Chain
Energy Expert

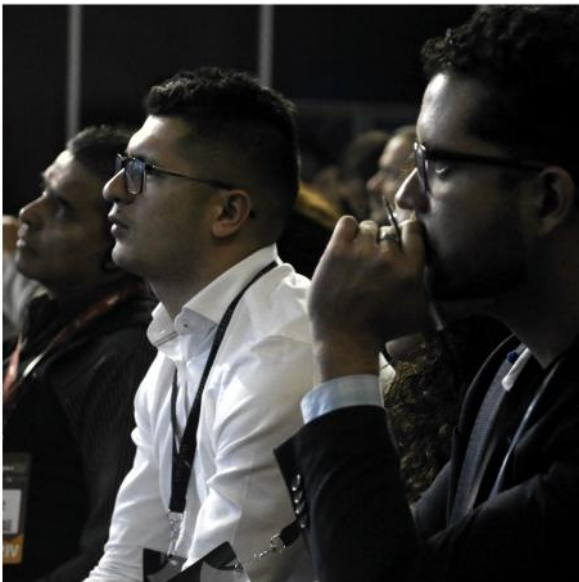


International
Supply Chain
Education Alliance



Take control of your future

ISCEA training and certification programs provide you with the knowledge required to improve both your supply chain processes and your career.



Grab the best job opportunities

75 percent of employers prefer to hire certified professionals for supply chain positions, and ISCEA certificate holders are getting the best paid jobs.



Be recognized around the world

ISCEA is the worldwide authoritative resource for supply chain career validation with certificate holders in 47 countries on 6 continents.

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MODULE 1 STRATEGIC SUPPLY CHAIN MANAGEMENT

WHAT EXACTLY IS SUPPLY CHAIN MANAGEMENT?

- Essential Definitions
- Recent Development of Supply Chain Management
- Why Software Can't Solve the Problem
- The Key Principles of Supply Chain Management
- An Executive's Supply Chain Strategy Framework

THE OIL AND GAS SUPPLY CHAIN

- The Early Days
- 1960s: Optimization
- 1970s: Technology
- 1980s-1990s: Globalization
- 2000s: Power Shift
- Leaders and Laggards

WHY SUPPLY CHAIN MANAGEMENT IS CRITICAL FOR THE OIL AND GAS INDUSTRY TODAY

- A Competitive Necessity
- Getting More Important
- The Bullwhip Problem

THE GOAL

- From No Metrics to Too Many Metrics
- Economic Value Added(EVA)
- Level 1 (CFO-Oriented) Results Metrics
- Level 2 (Functional VP-Oriented) Results Metrics
- Channel Spanning Performance Measures

WHAT MAKES SUPPLY CHAIN MANAGEMENT STRATEGIC

- Defining the Four Generic Supply Chain Strategies
- Configuration
- Coordination
- Improvement
- Supply Chain Strategies for Global and Regional Economic Growth
- Supply Chain Network Design

MODULE 2 SUPPLIER PARTNERING

OUTSOURCING

- Which Activities to Outsource and Which to Keep In-house
- Examples such as Freight Forwarding, Expediting, and More
- Unbundling Transport from The Product Price – Why and How
- Terms of Freight

COMBINED PURCHASE & OPERATING / MAINTENANCE AGREEMENTS

- Economies of Scope
- Economies of Scale
- Computing an ROI
- Go-No-Go decisions
- Operating Leases
- Maintenance Contracts
- Term of Agreement
- Clauses and Conditions
- "Out" Clauses and Exit Strategies

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ARCHITECTING SUPPLIER PARTNERSHIPS

- Ownership of the Inventory
- Provisioning of Spares
- Rules of Engagement with “Sister” Companies
- Transfer Prices
- Bidding Rules and Exceptions

STRATEGIC SOURCING

- A Proven Process Map
- Spend Analysis
- Supply Market Analysis
- Category Strategies
- Standardization and Simplification of Specifications
- Managing Sourcing Events
- VMI
- Examples: Freight Forwarding, Expediting, and More

NEGOTIATION AND PARTNERSHIPS

- Forming Partnerships
- Buyer vs. Supplier Leverage:
- Power Plays
- Open Book Negotiations
- Dealing with Core vs. Non-Core Suppliers
- Target Pricing
- Indexing Prices
- Setting Price Premiums for Customized and Expedited Services

MODULE 3 WORLD-CLASS PRODUCTION AND INVENTORY CONTROL PRACTICES

CAPACITY PLANNING

- Site Location
- Flexible Capacity Models

THROUGHPUT ANALYSIS

- Theory of Constraints
- Assessing Facility Capacity
- Measuring Capacity Utilization
- Bottleneck Elimination Procedures
- Involving the Work Force

JUST-IN-TIME

- Replenishment Mechanisms
- Kanban
- Integrating S&OP with JIT
- Managing Long Supply Chains in a JIT Environment
- Batch Pull
- Kitting
- Raw Materials, WIP, and Finished Goods Order Quantities

OPTIMAL INVENTORY LEVELS & PLACEMENT

- Managing the Interfaces Between Departments such as Maintenance, Assets, Commercial, Inventory, Purchasing, Stores, Logistics, and Inspection
- Who Owns the Inventory

SALES AND OPERATIONS PLANNING

- Managing the Interfaces Between Departments such as Maintenance, Assets, Commercial

COLLABORATIVE INVENTORY MANAGEMENT

- Multi-Echelon Inventory Planning Processes
- A Process for Building Trust
- Changing the Forecast and the Plan
- Information Systems and Support Tools

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DEMAND PLANNING

- Heuristic Methods
- Moving Averages
- Exponential Smoothing
- Trend Analysis
- Econometric Models
- Delphi Method
- Multi-Characteristic Approaches

WAREHOUSING, STOREROOM AND TRANSPORTATION OPTIMIZATION

- Storeroom Management
- Working With carriers and logistics providers
- Mode Selection
- On-Dock Operations
- Customs Clearance
- Landed Cost

INFORMATION SYSTEMS

- Company Wide Interoperability between ERP and Supply Chain Systems
- CAD/CAM
- Network Design
- SRM
- Demand Planning
- WMS
- CRM
- Cost and Pricing
- E-Commerce
- Best Practices in RFID & Barcodes
- IT/EDI/Paperless

MODULE 4 ACCOUNTING & PERFORMANCE MANAGEMENT

FINANCE AND ACCOUNTING

- Key Process Metrics
- Additional Detailed Process Metrics
- How Much Influence Should End-Users Have on the Vendor Performance Scorecard
- How much Weight Price Should Have in the Overall Evaluation
- Best-in-Class Processes for Technical vs. Commercial Evaluation of Bids
- Structuring the Bid Process to Identify and Foster Creativity, Innovation, New Ideas and New Technologies

RISK MANAGEMENT

- Supply Chain Risk Factors
- 7 Steps to Mitigate Risk
- Examples of Good and Bad Risks
- Supply Chain Security
- Governmental Regulations and Compliance

CONTINUOUS INNOVATION

- Key Success Factors of an Innovation-Driven Supply Chain Strategy
- ROI Assessment of Innovation
- Performance Advantages of an Innovation Supply Chain Strategy
- Oil and Gas Supply Chain Best Practice and Benchmark
- Supplier Specific Benchmarks
- Technical and Commercial Evaluation
- Channel Performance Measures
- Vendor performance scorecard
- Continuous Market Feedback Loop At Customer Touch-Points
- Early Supplier Involvement
- Early Customer Involvement

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SUPPLY MARKET INTELLIGENCE

- Making the Business Case for a Market Intelligence Program
- Negotiating with Suppliers Based on External Information
- Monitoring Demand and Supply Conditions
- Negotiating with Suppliers Based on External Information
- Monitoring Core Suppliers' Performance

Organizing, Training, and Developing SCM Staff

- Cross-functional project management
- Change management
- Training
- Inter-organizational psychology

| Perfect program for:

- Organizations wanting to improve their competitive edge by providing their executives an holistic supply chain perspective in energy sector.
- Anyone who wants to pursue a career in supply chain management and technology and pursue Career in Energy Sector.
- Strategic Decision Makers, Managers & Planners of Production & Distribution.
- Demand Planners & Inventory Controller, IT Architects in SCM.

BENCHMARKING TOWARD BEST PRACTICE & PERFORMANCE

- Where to Get Competitive Benchmarks
- Where to Get Supplier-Specific Benchmarks
- Setting and Adjusting Targets

| Course includes:

- 36 hours Oil & Gas Supply Chain Management Workshop led by David Jacoby, President of Boston Strategies International
- Study guide with all slides and exercises.
- Book for each Participant: "Effective Supply Chain Management in Oil, Gas, and Power Generation"
- Multiple choice exam (70% minimum pass mark)

| About ISCEA exams preparation courses

“ *It is a comprehensive opportunity to really learn about supply chain, technology and strategy - Michael Atwater, Entergy Corporation*

*It puts you in contact with Supply Chain's new trends
- Donny Paniagua Ruiz, Florida Ice and Farm Company*

This was a great experience. Even after a long time of service, I still learned a lot - Neven Mladina, Kellogg Brown & Root

I gathered lots of information and ideas to be implemented in our current business projects - Shino Thomas, Theodore Wille Intertrade

*The course provides a different perspective. It clarified concepts that I previously perceived as too complicated to me
- Zamira Alfonso, Axionlog*

*My expectations were met. The content is updated and provides a good perspective on the Supply Chain
- Diana Diaz Porras, Colombina*

It is a practical course. I was able to improve both my skills and knowledge. I recommend it! - Rosa Oritz, General Motors

*There is a great amount of knowledge delivered
- Robinson Alejandro Prieto Camelo, Bimbo Group*

*Very good! Top level!
- Waldemar Nunez, Costa Rican Institute of Electricity*

The content is concrete and precise. It provides you with the power to influence corporate decisions - Amalia Sepulveda, Independence

*I recommend it for both those who need to learn the basics, and those working with these concepts on a daily basis
- Carolina Sánchez Barrantes, Freudenberg Medical*

” *I learned that any problem can be approached from different angles, but you have to remain focused on customer satisfaction and the organization's strategy - Rodrigo Alan Gonzalez Silva, Tyson Foods*

| About ISCEA

The International Supply Chain Education Alliance (ISCEA) was the first organization certifying Supply Chain Professionals around the globe, and it remains the worldwide authoritative resource for Supply Chain Career Validation with thousands of certificate holders commanding top-tier salaries.

ISCEA's mission is to provide Total Supply Chain Knowledge to manufacturing and service industry professionals through Education, Certification and Recognition.

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