MASTERING TOTAL COST OF OWNERSHIP SHORT COURSE

Show between 4.5% to 8.7%* cost savings and cost avoidance by applying TCO best practices.

(*Centre for Advanced Purchasing Studies Research).

An online short course, with templates, where you will learn to Analyse, Optimise and Measure cost savings by mastering Total Cost Of Ownership (TCO).

PRODUCT PRICE

TYPICAL HIDDEN COSTS

- WARRANTY COST
- ENVIRONMENTAL IMPACT
- LABOUR COST
- SCRAP COST
- COST OF FIELD FAILURE
- INSPECTION COST
- REPLACEMENT COST
- TRAINING & EDUCATION
- RISK MANAGEMENT AND SAFETY
- CUSTOMER PERCEPTION

Procurement faces key challenges to achieve sustainable cost reduction targets. These include:

- ○ Finding new cost saving opportunities when it seems that all savings ideas have been exhausted.
- □ Influencing the business beyond price savings to cost saving Key Performance Indicators.
- △ Evaluating bids from suppliers based on total costs and not price only.

How Total Cost of Ownership (TCO) enables World Class Procurement

- ○ By analysing the costs of goods and services throughout their lifecycles, using mathematically conclusive models, many "hidden" opportunities arise to substantially reduce costs for all concerned.
- □ TCO provides a best practice framework for analysing, measuring, optimising, tracking and communicating Total Costs using proven methods and toolsets.
- △ Using the TCO Framework to evaluate, adjudicate and award work to suppliers.

The Auditor General in South Africa has found R30 bn in irregular, wasteful and fruitless expenditure in 2016-2017

Fundamentals of TCO	Analysing TCO	Optimising TCO	Measuring TCO
Key Concepts of TCO, such as price, commodities, cost opportunities, life cycle costing and performance indicators.	Segment Procurement spend, identify commodities that contain TCO opportunities, create mathematically sound Total Cost models and analyse cost drivers.	Examine inter-relationships between cost drivers, opportunities and TCO. Identify, segment and classify life cycle cost opportunities to understand specific TCO opportunities. Prioritise for implementation.	Establish a baseline for measuring Procurement's performance, investigate the extent that a cost driver can be controlled, develop guidelines for TCO implementation tracking and auditing.

https://www.itls.ae/product/ot-mtco

iT Learning Solution

Commerce Edge
COMPETENCE DELIVERED

WHAT SKILLS WILL BE GAINED?

- Total Cost Theory
- Lifecycle Management
- Identifying and Increasing Sourcing Opportunities
- Cost Components, Elements, Formulas and Key Drivers of Cost
- Mathematical Models for TCO
- Segmenting Spend
- Levers to Optimise Cost
- Measure TCO across Multiple Financial Periods
- Concise, Comprehensive and Conclusive Cost Models
- Bringing Stakeholders on Board

What is provided with the course?

Lifetime access to the Online system, modules mentioned and all future updates.
The TCO Toolkit*

* Electronic file with TCO sample model, sample costs, cost elements, drivers and opportunities.
Benchmark your organisation's TCO Skills with others throughout the world.

WHAT OTHERS HAVE SAID ABOUT COMMERCE EDGE's TCO TRAINING

Alberto Areias | Group Procurement Manager | PG Group -
Practical & theoretical easy to understand & implement.

Tony Davey | Sourcing Manager | Lonmin Platinum -
Practical, applicable, well presented!

Yacoob Allimia | Debis Fleet Management -
Received a clearer understanding of TCO.

About Commerce Edge:

Commerce Edge is a leading provider of Supply Chain competence to public and private sector, international corporates and procurement professionals.

Cost:

We are offering Module 1, FUNDAMENTALS OF TCO for free for a limited time. The full course has now been discounted to USD135 including 5% VAT (UAE) for all four modules.

TRIAL - FREE	INDIVIDUAL - USD135 INLUDE 5% VAT (UAE)	CORPORATE - CONTACT US
Immediate access to trial Learn the fundamentals Easily upgrade	Lifetime access Learn the fundamentals Learn about TCO analysis Learn to measure TCO Learn to optimise TCO TCO Toolkit* Immediate access once paid	Scalable pricing options Learn the fundamentals Learn about TCO analysis Learn to measure TCO Learn to optimise TCO TCO Toolkit* Reports on employee progress
	* Electronic file with TCO sample model, sample costs, cost elements, drivers and opportunities.	** Electronic file with TCO sample model, sample costs, cost elements, drivers and opportunities.*

For more information please contact: IT Learning Solutions Training Services
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