








COURSE OVERVIEW

-  Companies are changing how they manage their Supply Chains. Rigid, arms-length relationships are giving way to alliances with both suppliers and customers.
-  Companies of all sizes are further enhancing these fundamental Supply Chain changes by considering the **environmental impact** and related bottom line effects of their decisions and actions.
-  The aim of this course is to provide practical guidance in Greening your Supply Chain based on what is being done in Fortune 100 companies, recognized world-wide for their environmental initiatives and financial savings.
-  This hands-on course is a blend of best practices, case studies, tools and methods based on those utilized by the companies above to allow for a doable, straight-forward-Green Supply Chain.
-  The course consists of series of twelve interconnecting topics which include presentations, demonstrations, discussions and exercises.

Implementing Green Supply Chain Management will enable delegates to:

- Understand both the benefits of a Green Supply Chain and the costs of lacking a focus
- Deploy a four-step process to decision making
- Engage a ten-step approach to Green Procurement
- Identify Green focus areas then implement key strategies and practices
- Implement a Lean/Six Sigma program and ISO 14000 to compliment Green
- Take this program from concept to reality – conclude with a doable action plan

*“Amateurs discuss tactics,
professionals discuss logistics”*

WHO SHOULD ATTEND

- Supply Managers or those with direct responsibility for materials management and/or procurement
- Support functions that are affected by the Supply Chain such as engineering, quality assurance, warehousing and logistics
- Those responsible for the firm's environmental, health and safety programs
- Other interested parties from mid to senior level management

“Your corporate-wide program was a huge success and you blend pure knowledge with an entertaining approach to Supply Management!”

- Milton Koutavas. Verizon

YOUR INTERNATIONAL COURSE FACILITATOR



Patrick Woods

Certified Professional in Supply Management, Certified Purchasing Manager, Certified Professional In Supplier Diversity, Certified in Production & Inventory Management

**Founder & President
Supply Chain Education**

Patrick Woods has 20 years of experience in materials management and Supply Chain consulting for high volume, fast paced organizations such as Emerson Electric, HP-EDS, Clark Equipment, Intergraph, Perot Systems and NEC.

His expertise includes extensive knowledge of ERP, MRP, CRP and various inventory control systems, Green Procurement, LEAN/Six Sigma, international procurement, management of cross-functional teams, including buyers, engineering and quality personnel as well as multi-international SCM teams.

As a result of his practical experience and straight-forward and entertaining presentation style, Patrick is a highly requested trainer from well-respected companies, not only from the U.S., but from the Middle, East, Southeast Asia, South Africa and the former Soviet Union. He has consulted with and presented educational programs to approximately 200 corporations.

PROFILE

- 1 Cross-industry expert in Supply Chain Management with focus on Green activities
- 2 Prime provider of Supply Chain Education activities for Halliburton Energy, Aviall-Division of Boeing, Alcatel Communications, Ericsson Communications and Airbus-Eurocopter.
- 3 Provider of training both live and e-learning formats for Certified Professional in Supply Management, Certified Professional in Supplier Diversity and Certified in Production and Inventory Management
- 4 Taught courses in leading edge theories in supply chain management, measurement/rating systems and contract development/administration for major corporations.
- 5 Adjunct professor at the University Of North Texas (UNT), specializing in logistics, transportation and marketing.
- 6 Proven track record in Green Procurement, supplier cost reduction/containment, VA/VE and other major programs, both from a strategic and a tactical perspective
- 7 Implemented, taught and achieved results for two Fortune 100 corporations in both Michigan State University and A.T. Kearney: Seven (7) Step Strategic Procurement Methodologies.

“Thanks for providing our staff with an excellent program.”

- Sarita Burnett. JC Penney”

COURSE CONTENT

ALL SESSIONS WILL BE THEORY AND PRACTICAL BASED

DAY1 UNDERSTANDING GREEN SUPPLY CHAIN MANAGEMENT (GSCM)

• Introduction to GSCM

- Transition from tactical purchasing to Best-In-Class Supply Management
- Determine significant opportunities from improving material flow & use
- Define environmental practices that lead to major savings
- Review innovations in purchasing, materials handling, storage, materials recovery, disposition and product take-backs
- Analyze the key practices of successful GSCM companies

• Environmental Costs and Benefits

- Note why environmental costs are overlooked by traditional models
- Compare and contrast misallocating environmental costs versus improving the allocations
- Define the key cost categories of: conventional, potentially hidden, contingent, relationship and external as well as understand how to improve them

• Decision-Making Framework

Understand and implement a four-step approach to decision making

- Step 1: Identify Costs
- Step 2: Determine Opportunities
- Step 3: Calculate Benefits
- Step 4: Implement/Monitor



Practical Exercise - In various groups, review case studies on key corporations that are following these steps

• Approaching Green Procurement

Understand and implement a ten-step approach to Green Procurement

- Step 1: Commit to being Green
- Step 2: Identify/categorize needs
- Step 3: Develop specifications and standards
- Step 4: Establish selection criteria
- Step 5: Focus on Green products and/or services
- Step 6: Use Life-Cycle Costing
- Step 7: Include performance clauses in contracts
- Step 8: Communicate/inform
- Step 9: Use technology
- Step 10: Make it easy

DAY2 STRATEGIZING GREEN SUPPLY CHAIN MANAGEMENT (GSCM)

- **Determining Green Focus Areas** - Manufacturing, Bio-waste, Construction, Packaging, Information Technology, Office Supplies, Transportation, Food, Energy



Practical Exercise - Determine in a group settings by company, if these areas are feasible for the participants and their companies and/or look at additional areas

- **Developing Green Strategies** - Risk-based, Innovation-based, Closed-Loop based



Practical Exercise - In various groups, analyze case studies:

- reducing Supply Chain carbon emissions
- building a Green Supply Chain for fun and profit
- addressing Sustainability issues
- evaluate the benefits of environmentally friendly packaging
- develop a business case for corporate strategies

★ The Profile Company – Commonwealth Edison

- What practices they used
- What their strategies were
- How much they saved



DAY3

TAKING GSCM TO THE NEXT LEVEL

• Implementing Lean/Six Sigma

- Understanding the Lean philosophy and how it expands on JIT-Just-In-Time
- Correlating Lean with GSCM
- Bring in Six Sigma as the statistical control factor, including a review of roles and tools

• Becoming ISO 14000 Certified

- Detailing what is required to become certified
- Formalizing policies and procedures
- Reviewing the cost of certification
- Continuing with continuous improvements and recertifications
- Driving ISO 14000 with the supply base

• Understanding the Terminology

- Reviewing the key terms, acronyms and definitions
- Determining the GSCM resources available and costs vs. benefits

• Reaching Positive Conclusions - Understanding the four step process

- Step 1: Proactive management of suppliers
- Step 2: Adoption of eco-efficient manufacturing
- Step 3: Attention to customer satisfaction
- Step 4: Determine end-of-life product issues

• Building the Action Plan



Practical Exercise - Determine in a group settings by company, the action plans based what has been discussed in this course to "hit the ground running" the very next week.



COURSE SCHEDULE

8.00	Registration & Coffee/Tea
8.30	Workshop commences
10.10 - 10.30	Morning coffee/tea
12.30 - 13.30	Lunch
14.40 - 15.00	Afternoon coffee/tea
16.30	End of day

GREEN SUPPLY CHAIN MANAGEMENT

From concept to reality
- a doable action plan

05 - 07 DECEMBER 2011
RADISSON BLU
DUBAI DEIRA CREEK
UAE



REGISTRATION FORM

Fax: +603 9205 7788

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Mobile: +6016 3328 360

Email: samsudin@360bsi.com

DELEGATES

1 Name : _____
Name on tag: _____
Job Title : _____
Email : _____
Mobile : _____

2 Name : _____
Name on tag: _____
Job Title : _____
Email : _____
Mobile : _____

3 Name : _____
Name on tag: _____
Job Title : _____
Email : _____
Mobile : _____

AUTHORIZATION

(This form is invalid without a signature)

Name : _____
Job Title : _____
Email : _____
Tel : () _____
Organization : _____
Address : _____

Signature : _____ Date: / / _____

IN-HOUSE TRAINING

360 BSI is passionate about providing strategic technical programs & high potential training solutions across the region to build personal competencies and organizational capability.

You will receive practical training from a professionally qualified educator with over twenty years of teaching and training experience.

Please feel free to mix-and-match topics from the areas listed below to get the right training content for your staff. Other topics may be available upon request.

OTHER COURSES BY 360 BSI

- Professional Proposal & Report Writing
- Finance & Capital Investment Analysis
- Document & Records Management
- Advanced Certificate in Loss Prevention
- Managing Global Sourcing
- Total Training Needs Analysis

Hotel Contact Details:

For Room Reservation, contact for 360BSI corporate rates.
Telephone: 00971 4 2057105 Fax: 00971 4 2234698
E-mail: reservations.dxbza@radissonblu.com

Radisson BLU Hotel, Dubai Deira Creek
Baniyas Road, P.O. Box 476, Dubai, UAE

General Information:

- 1 Closing date for registration is 28th November 2011.
- 2 The fees cover lunch, tea breaks, materials and certificate.
- 3 Official confirmation will be sent, once registration has been received.
- 4 Participants will need to arrange their own accommodation.
- 5 Attire: Smart Casual

Cancellations/Substitutions

Substitutions are welcome at any time. Please notify us at least 2 working days prior to the event. All cancellations will carry a 10% cancellation fee, once a registration form is received. All cancellations must be in writing by fax or email at least 2 weeks before the event date. Cancellations with less than 2 weeks prior to the event date carry a 100% liability. However, course materials will still be couriered to you.

Thank you for your registration!

COURSE FEES *(please tick as appropriate)*

- USD 2,695** per delegate
 USD 6,600 - Special for Group of 3
 USD 10,000 - Special for Group of 5

The fee does not include any taxes (withholding or otherwise). In case of any taxes applicable the client has to ensure that the taxes are paid on top of the investment fee paid for the course. Compliance with the local tax laws is the responsibility of the client.

* Save up to 50% for In-house Training program

PAYMENT DETAILS

Payment is required within 5 days upon receipt of the invoice.

Bank transfer:

360 INTERNATIONAL LIMITED
Standard Chartered Bank
P.O.Box – 999 Al Fardan Building,
Al Mankhool Area, Bur Dubai, Dubai, U.A.E
Account No: 02-2077311-01 USD
Swift No: SCBLAEADXXX

All payments must be received prior to the event date