Get Certified! Add Value to your Organization Certified Purchasing Professional (CPP) Certified Professional Purchasing Manager (CPPM)

American Purchasing Society (APS), USA







Trained by BlueOcean and Certified by American Purchasing Society

INTERNATIONAL CREDENTIALS

Blue Ocean raises the bar in professional training by partnering with prestigious international institutes that are highly regarded by blue-chip multinationals worldwide. Each certified programme has been tried, tested and recommended by top-notch industry professionals. Professionals looking to add value to their organizations or seeking to remain relevant to the changing work scenario need continuous training and certification.



BLUE OCEAN®

Empowering Minds, Widening Horizons

Blue Ocean Academy, an ISO certified organization is a leading management training and educational consultancy firm, Blue Ocean has sparked the careers of thousands of professionals drawn from different industries who have displayed rare leadership qualities in challenging scenarios. We specialize in designing courses that bridge the gap between infrastructure and knowledge, imparting futuristic skills to a new genre of industry leaders, shaping them into dynamic professionals in an increasingly competitive world.



Blue Ocean is the region's leading knowledge empowerment enterprise. Armed with diverse training and consulting solutions, custom-designed to provide a makeover to individuals, professionals and major companies, Blue Ocean has set a new benchmark in creating professional capabilities translating directly into organizational profits.

Headquartered in Dubai with a Strong Presence in Kingdom of Saudi Arabia, Oman, Qatar, Kuwait, Bahrain, North Africa, India and Srilanka Blue Ocean stands on an enviable reputation built on 20 years of training, 80,000 alumni worldwide and a global network of certified trainers, prestigious international certifications and multinational partners. Blue Ocean Academy's innovative training solutions are particularly relevant in today's resurgent economy, where investing in employee-learning programs showcases a company's commitment in creating a sustainable business culture.

This, in turn, increases profitability, builds loyalty and employees are committed to the success of the organization as a whole. Evidently organizations with a futuristic vision are committed to make training a part of the organizational culture and Blue Ocean is set to help organizations fulfill this very important role.

Continuous training translates into highly engaged employees; employees going that extra mile to meet organizational goals, improved teamwork; increased ability to be competitive and loyal employees.

Competent and well-trained employees are assets for any company that seeks to shine.

Blue Ocean has in-built expertise in training and consultancy assignments that are industry-specific and custom-made. Starting from business process reengineering to logistics and supply chain makeovers, Blue Ocean's consultancy solutions are much sought after by companies looking for a quick makeover or a permanent solution to a recurrent problem.

An impressive range of training, consulting and research services are on offer. Blue Ocean training consultants are renowned names in their field and are ready to share their expertise to help professionals and companies to reinvent and achieve sustainable business goals.

INDUSTRY OVERVIEW

FOCUS ON BEST PURCHASE PRACTICES WORLDWIDE

International sourcing emerged initially as a reactive approach designed to reduce production costs and neutralize the threat of foreign competition. Today, leading edge firms have shifted the focus of their international sourcing efforts to that of a proactive strategy that pursues a sustainable competitive advantage. The challenge of all purchase specialists and managers is to explore best practices in international sourcing that positively impact a firm's competitiveness.

A keen understanding of sourcing and procurement cost takeout is very important at the strategic level. One needs to identify where an organization can consolidate spend, use enterprise leverage to negotiate lower unit cost, and then direct the users to purchase from the new enterprise contract. However, in a large global institution, with a fair degree of autonomy in the business units, these tasks can be very difficult to implement. Many a time, companies use leading practices in isolated pockets throughout the enterprise.

There are perceived risks in international procurement like exchange rate fluctuations, which, at a minimum, make pricing uncertain over time. Hedging can reduce this uncertainty, but hedging has its own hazards. Failure to buy according to a forecast (the normal state of affairs in most manufacturing companies) can lead to significant unexpected gains or losses. Best-practice companies are flexible in selecting which currencies to use in purchasing. They can forecast exchange rates and act accordingly.

Best-practice companies analyze political risks on an adhoc basis and other risks more formally.



Best-practice companies certify suppliers in house, sometimes in conjunction with ISO standards or thirdparty qualification. Environmental standards are a significant concern among best-practice companies.

Best-practice companies strive to have legally enforceable contracts with their suppliers. These contracts are used to compel compliance through arbitration or the threat of lawsuits, although disputes are rarely settled in court.

Best-practice companies evaluate potential foreign suppliers the same way they evaluate domestic suppliers. They measure and manage existing foreign and domestic suppliers using the same criteria consistently throughout the organization. Best-practice companies achieve credit terms with their suppliers and rarely use letters of credit.



BLUE OCEAN & APS EXCLUSIVE TIE-UP

The American Purchasing Society is one of foremost certification bodies and an elite association of buyers and purchasing managers worldwide.

The American Purchasing Society is a professional association of buyers and purchasing managers and was the first organization to establish certification for buyers and purchasing professionals.

Join thousands of buyers, managers and other purchasing professionals who are members. Obtain the benefits of up-to-date information about the purchasing profession, and get purchasing training from highly qualified instructors. Earn professional purchasing certification.

There are thousands of professionals who have improved their careers by earning the American Purchasing Society's purchasing certification recognition. Become a Certified Purchasing Professional (CPP), a Certified Professional Purchasing Manager (CPPM) today. Join thousands of others who have improved their buying and purchasing management skills by receiving training from the American Purchasing Society.

Certifications awarded by the American Purchasing Society are important for professionals working in the field of Purchasing and Supply Chain Management.



Business management recognizes the growing complexity and heavy demands of the purchasing function. Executives need the assurance that their purchasing managers and buyers are adequately trained, reliable, and dedicated to their professions.

There is a growing realization in the business world that only professionals can get the job done in a professional manner. The American Purchasing Society award of certification provides general management a degree of confidence in the ability and integrity of the people who have been or will be selected to do the job.

Secondly, there is ample precedent reflecting the benefits of professional certification in the history of other areas of business operation, such as engineering, accounting, law, etc.

Other facts supporting the need for certification of purchasing people include a marked degree of improvement in personal confidence, satisfaction, and pride which results from certification and it is manifested by improved performance on the part of the certified individual. Also, certification permits closer control of spurious purchasing practices and offers opportunities for increased earning levels in purchasing operations based on recognition of professional competence and performance Business management recognizes the growing complexity and heavy demands of the purchasing function. Executives need the assurance that their purchasing managers and buyers are adequately trained, reliable, and dedicated to their professions.

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PROGRAM DETAILS

ARE YOU FRUSTRATED BECAUSE THERE ARE FEW GOOD PURCHASING JOB OPPORTUNITIES, YET SO MUCH COMPETITION FOR THEM?

ARE YOU TIRED OF BEING PAID LESS THAN YOU'RE WORTH?

ARE YOU ANNOYED THAT YOU DON'T GET THE RESPECT AND RECOGNITION YOU DESERVE?

ARE YOU AFRAID THAT YOUR SKILLS ARE NOT VALUED BY YOUR EMPLOYERS?

ARE YOU A PURCHASING AND SUPPLY CHAIN MANAGEMENT PROFESSIONAL?



There is good news!

You can achieve your personal and professional goals more easily. You can get the skills, strategies, and credentials you need to become a world-class purchasing professional. And you can start getting the rewards out of your career that you really want!



SO WHAT IS THE SECRET TO A REWARDING PURCHASING CAREER?

There are two successive courses -- one on one --two levels of certification that can set you on your way to a rewarding career. The Certified Purchasing Professional (CPP) and the Certified Professional Purchasing Manager (CPPM).

The American Purchasing Society certification program is the most authentic certification program for purchasing professionals. The programs have been continually improved since its inception. Other organizations have realized the value of the American Purchasing Society program and have instituted programs of their own, but the American Purchasing Society program is the best because it blends academics with hands-on training to create experts out of professionals. There is now a huge network of Blue Ocean- American Purchasing Society certified professionals throughout the world.



PROGRAM DESIGNED FOR

The CPP is meant for all purchasing professionals who need the right credentials and skills to set themselves firmly on the road of success. This is a foundation course that helps a professional to understand the basic tenets of international sourcing, procurement and risk management. This course is ideal for procurement and supply chain professionals who are already working in the procurement department of any organization and need a certification for a promotion or to validate their knowledge and professionalism.

The CPPM is an advanced course where the skills of purchase managers are honed and they develop an insight into the challenges of the industry that they are engaged in. Complex problem solving, case studies and much more await purchase managers at this level of certification



The CPP and CPPM are the most relevant, contemporary & world class certifications that students can avail of worldwide

This is the first time that the American Purchasing Society has joined hand with an internationally reputed training and educational consultancy like Blue Ocean to introduce a comprehensive training programme followed by a prestigious certification.

There are two levels of certification, one that paves the foundation for a flourishing career in purchase and the second that helps you to attain advanced knowledge and expertise.

The course content is practical and helps students to deliver measurable results and savings for the brand/enterprise they work for. The certification program is imperative for purchasing professionals who would like a rewarding career and want to pursue the highest recognition in the field of supply chain management.

From reverse auctions and eProcurement to strategic sourcing to improving supplier performance and more, you'll learn exactly how to deliver results for your employer. And when you make your employer more successful, your own career success is likely to follow!

BENEFITS OF PROFESSIONAL CERTIFICATION

Certification is crucial towards becoming a world-class purchasing professional. Today's employers refuse to reward employees for yesterday's skills. They demand that purchasing professionals should use most modern skills and achieve unprecedented results. They want purchasing professionals to save more money, achieve better operational performance, and reduce risk.

The CPP and CPPM are impressive purchasing certifications that validate your stand as a successful professional. It is just what you need to bring the most modern purchasing practices into your organization and achieve your career potential.

PROFESSIONALISM

Certification indicates a high level of professionalism to both co-workers and customers, increasing one's value in the market place.

LEADERSHIP

Certification signifies an employee as dedicated to continuous improvement of himself/herself.

RECOGNITION

Only a small fraction of professionals ever achieve certification, indicating that they are a leading professional in the purchasing and supply chain profession.

KNOWLEDGE

Certification will improve one's understanding of the most current processes and trends in the purchasing and supply chain profession.

ETHICAL BEHAVIOR

Individuals who become certified must subscribe to a rigorous code of ethics appropriate to the purchasing profession.

DOES CERTIFICATION IMPACT SALARY LEVELS?

Research data has shown that employers typically reward certified employees with salaries that are 40 to 50% higher than those who are not certified. A high correlation between certification and salary exists for virtually all professions and all industries sampled.

COURSE OUTLINES

INTRODUCTION TO PURCHASING

- Purchasing Cycle
- Purchasing System
- Purchasing Steps

PROCUREMENT PLANNING

- Advance Purchase Planning
- Purchasing Complexity
- Procurement Planning Content

PROCUREMENT METHODS

- Price Competitive Approach
- Blanket Purchase Agreements
- Electronic Procurement

NEGOTIATION STRATEGIES

- Steps in Negotiating
- Tools in Negotiating
- Types of Negotiations

CONTRACTS

- Introduction and Overview
- Elements of a Contract
- Duties and Obligations
- Types of Purchasing Contracts

SOURCES OF SUPPLY

- Order of Precedence
- Make or Buy
- Lease Purchase Analysis

SOLICITATION

- Solicitation Planning
- Written Solicitation

SUPPLIER RATINGS

- · Categorical Method
- Cost Point Method
- Vendor Profile Analysis

INTERNATIONAL SOURCING

- Overview of Worldwide Sourcing
- Offshore and Domestic Purchasing
- Trade Barriers
- Currency Risk Management
- Currency Adjustment Factors
- Currency Hedging
- Global Sourcing Strategies

SUPPLY CHAIN MANAGEMENT

- Supply Chain Management and business linkage
- Procurement and Supply Chain

STRATEGIC SOURCING

- Strategic role of procurement
- Principles of strategic sourcing
- Benefits of strategic sourcing

VENDOR LIFE CYCLE MANAGEMENT

- · Strategic considerations for vendor development
- Supply base optimization
- · Early supplier involvement
- Vendor development
- Partnerships

PROCUREMENT STRATEGIES

- Buying consortium
- Outsourcing
- Purchasing Portfolio The Kraljic Matrix
- Procurement Pitfalls

COSTING AND PRICING

- Price analysis
- Cost analysis

ASSESSING FINANCIAL HEALTH OF SUPPLIERS

- · Financial statements and trend analysis
- Ratio analysis

LIFE CYCLE COSTING

- · Elements of total cost of ownership
- Discounted cash flow
- · Net present value

INTERNATIONAL TRADE

- INCOTERMS
- International Trade Payments
- Letter of Credit
- International trade documents

RISKS IN PROCUREMENT

- Identifying risks in procurement
- Strategic, Process level and Operational risks
- Risk Management





PROGRAM DIRECTOR

Dr. Sathya Menon is a trailblazer in logistics and supply chain education in the Middle East. He has 25 years of experience (including consulting and training) in the field of Logistics, Supply Chain Management and Purchasing. He has worked with various MNCs like Ericsson, Compaq and large conglomerates like **Samtel, Al Futtaim** helping them to expand their Supply Chain operations. He has trained more than **25,000 professionals** in the field of Logistics, Procurement and Supply Chain.

QUALIFICATIONS

- ✓ PhD in Logistics and Supply Chain Management
- ✓ MBA in Supply Chain Management
- MBA in Materials Management
- MCIPS from Chartered Institute of Purchasing and Supply (CIPS), UK
- ✓ FCILT- Chartered Fellow of the Institute of Logistics and Transportation (UK)
- Executive Program in Artificial Intelligence Future and Impact on Business Strategy From MIT Sloan School of Management (USA)
- Certified SAP Consultant for Supply Chain Management from SAP, Germany
- ✓ FCMI from Chartered Management Institute (CMI), UK
- Certified Purchase Manager (CPM) from Institute of Supply Chain Management (ISM), USA
- Certified International Supply Chain Manager (CISCM) from International Purchasing and Supply Chain Management Institute (IPSCMI), USA
- Certified International Commercial Contracts Manager (CICCM) from from International Purchasing and Supply Chain Management Institute (IPSCMI), USA
- Certified International Professional Training Consultant (CIPTC) from American Certification Institute (ACI), USA
- Certified Professional Purchasing Manager (CPPM) from American Purchasing Society (APS), USA Certified Purchasing Professional (CPP) from American Purchasing Society



CONVOCATION & SEMINARS













PREPARE PROSPER

TRAINING SESSIONS



















BLUE OCEAN ACADEMY AWARDS AND RECOGNITION



Outstanding contribution to Global Learning at the Middle East Training and Development Leadership Awards, Address Hotel, Dubai Mall.



Golden Globe Tigers award for the Best Training Initiative in Logistics and Supply Chain (Excellence in Training and Development) Pullman City Centre Kuala Lumpur, Malaysia



Excellence in Training and Development at the prestigious Middle East Training and Development Leadership Award held in Dubai. Another feather in the cap of Blue Ocean family!!!



Global Training and Development Leadership Award @ the silver jubilee edition of the World HR Congress presented by Times Ascent and CHRO Asia, Mumbai Taj Lands End



Training provider of the year at the Middle East Training and Development Leadership Awards, Address Hotel, Dubai Mall.



CEO of the Year

Dr. Sathya Menon bags the coveted CEO of the Year award at the prestigious Middle East Training and Development Leadership conference held in Dubai.

TESTIMONIALS



This training not only develop my professional skills but also it polished my personality and way of social interaction with the people. It also reduced the gap of my studies and made me committed towards reading of books, application of theoretical knowledge in my personal life - *Mr. Naeem Shaikh*



Blue Ocean training programs helped me as an eye opener and helped me to sharpen my professional skills and shift gears to achieve much better results in few critical areas. - *Ms. Sirisha Vasudev Saripalli*



I benefited in terms of knowledge where I really lacked when I took the training from blue ocean I came to know real world of professional and I am came to know what actually is purchasing and how to work in terms to get my company profited.

- Mr. Wilson Dsouza



I am really happy to become Purchasing Professional and proud to be certificate from Blue Ocean Academy. I was working in a construction company and was withdrawing minimum package. I kept sending my resume to several Companies for better package and career growth. Because of your recommendations and help I got a very good offer from EMAAR Properties. - *Mr. Yasir Igbal*



I gained more knowledge and confidence in doing the task with regards to procurement / purchasing. My doubts were lessened in doing my job.

- Ms. Luzviminda Lopez Morano



Professional Trainers associated with Blue Ocean is the key reason for its success, this shows their commitment to improve all those who are associated with them!! Thank you and keep up with the Good Training Programs. - *Mr. Babu Varghese* Blue Ocean is the best institute which I have joined I have got immense knowledge in purchasing and procurement, The trainer were the best in each subject Mr Percy he is the guru in CPP, Dr Farukh Is the Guru in CPPM, Well organized by the Coordinators with the reminders of classes. - Mr. Nalan Chokappa



I got to know about the deep factors of Procurement Cycle which is really required to be a professional along with learning experiences from trainer. - *Mr. Aman Deep*

I chose to undertake this



course through Blue Ocean Academy as I heard of their professional teaching strength and excellent support staffs. The Trainers were very expressive and fluent in thier communication to students. Their analytical skills, logical reasoning and deep and thorough knowledge of the subject makes it a very easy learning experience. - Ms. Nisreen Suliman Abu Eida



I have attend the purchasing course and learnt about effective communication skills. This really helped me in my current job to perform well. - *Ms. Sharline Perera*

I joined Blue Ocean with reference of my Colleague, I am working in Aster as it's a saying Learning is A never ending process, Blue Ocean Academy gave me the best Jraining of my life with Best services Jaking the training in 5 Star Hotel with industry Expert Jrainer who have excellent experience, Blue Ocean Also helps us with forum for us to get update with current market and also toastmasters where We can improve our Speaking Skills, Blue Ocean is the alone Academy with all these Services — Mr. Thomas George



This training was simply amazing which opened all unexplored avenues in Supply Chain World. Relevant examples of the concepts were taught and strong participation was encouraged from the

Dr. Sathya Menon was at his best to train and provide the delegates with detailed understanding of Supply Chain. He was more than expected and helpful.

Abdulla Mohamed Mujalba Marassas

GM-Supply Chain

Etihad Airways Engineering

were amazing.

Thank and Regards



SABCO

exciting challenge

PSO Maritime

ETIHAD

ENGINEERING

On behalf of KHDA and development depart and Business Universal Support departments, we would like to express our appreciation and gratitude for delivering an excellent training program for our Procurement team on

Best Practices in Procurement

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Senior Specialist - Procurement

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HR Manager





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Simunovic, Director Supply Chain & ProcurementAMSStores LLC



ADNEC

"Proper

co-ordination.

Planning beats Poor Performance" Earning DISTINCTION was lot of hard work and time. But that's what makes it ultimately worth. Elated to share that I have cleared my CIPS UK - Level 4 Diploma in Procurement and Supply Chain Thanks to my teacher Sudipta Chatterjee, and coordinator Sangita At Blue Parvase Mohamed CIPS Specialist - Supply Chain (Nike) at Sun & Sand Sports

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www.blueoceanacademy.com

trainer was very knowledgeable on the subject. This, coupled with his strong presentation skills and methods of teaching, has helped the team undersand the objectives of the course, as well as made it possible for them to implement the learning into our daily business needs.

It was indeed a sophisticated and interarctive program, and your

Jecek Plewa

General Manager

Thanks to Allan, my teachers at Blue Ocean, for their guidance and support. It was amazing experience to aiming for something

and getting exactly same Aamir Liagat

Procurement Assistant, SERCO

GLOBAL FOOD INDUSTRIESLLC

Success is no accident. It is hard work, perseverance, learning, studying, sacrifice and most of all, love of what you are doing or learning to do" I am very happy and proud to share that I have deared my CIPS - The Chartered Institute of Procurement & Supply Level 4 exams in one sitting with distinction marks.

* SYSTEMS

serco

The course which I enrolled in widened my knowledge and gavme more ideas on what needs and need not be done for my role as Office Manager. Jessie, our trainer, really did a good job teaching us and providing us all the information and enhancing us to Lam looking into taking more courses from Blue Ocean Academy as I see they can really help individuals to grow as the best profesbe better professionals. sionals in their fields.

Thanks in this field. As I am satisfied i Would like to recommend my friends for attend Prince P Kurain (Purchasing Officer / Oasis Hospital)

@Sedeer

ing as a purchasing officer and other index index index of the control of the con Dhe componce which i received alter altending the course has very informative and it uplitted my performance in the fault

We would like to thank you and thank Blue Ocean for the distinguished program that has been delivered last week for our Procurement learn, In this connection, I would like to attach herewith the evaluation report as collected from the trainees at the end of the program. Moreover, and most importantly, 100% of the trainees indicated that they are willing to implement what they have learned in the program immediately to their jobs. This would really ensure the effectiveness of the program and paves the way towards maxim. henefit obtained from the training. AMER ABDEEN I kas underse dout this course beloe; even though i kas konte T was underson about this course bootse, even house i was a bootse about this course bootse, even house i was a bootse about a

genallo"

It has been a great honour to be one of the student's of Mr. Percy Jal Engineer. His classes have not only helped me have a deeper international two conserves warre now same respect the name a unexpect understanding about Procurement & SOA, but also helped me shares summing about insurance a surry and any responsive gain a new perspective of Me. His teaching techniques are fat diferent from the traditional classroom study. He is a teacher who "Nows how to get in thoroughly with his students and maintain Benzy Shall Procurement & Logistics Associate Sedeer Medical attention in his class.

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Grand Stores LLC

Ahaned Ryavudeen

Middle East Purchasing Manager

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LANDMARK GROUP

Noorul Hassan

I really appreciate about your coordination & approached to introduce about your organization as year priority of this SCM courses. Twould like to thanks to my Trainer. He used very simple ways in which to pass on his experience & knowledge to us - be is a nice guy and knows a lot about practical applications. Noorui Hassan Supply Chain Manager - Landmark Group - Jeddah

GET CERTIFIED

Train @ Blue Ocean and gain entry into an elite club of certified professionals worldwide





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INTERNATIONAL AFFILIATIONS







Trained by BlueOcean and Certified by American Purchasing Society