
Procurement Management

TAIWAN - ITALY INTERNATIONAL INTERNSHIP PROGRAM

Eng. Mauro Baldinelli



Seminar Overview

12 Hours

PROCUREMENT MANAGEMENT

Eng. Mauro Baldinelli

Eng. Mauro Baldinelli is Senior Buyer at ISA, world leader in the professional refrigeration and shop-fittings sector.

He is managing a 10 million euros budget and he is responsible for the use and development of innovative technologies (in cooperation with R&D Dept. and suppliers) and for the preparation of ISA's annual purchasing budget, KPI monitoring and preparation of executive reports.

From January 2008 to February 2009 he was Business Unit Manager at ColdStar, in São Paulo, Brazil.

He managed the project of conversion of the company from OEM to Reseller of imported products by coordinating all business areas, caring relationships with suppliers and the installation of an ERP software.

Before that – and after a stage in lean production – he was Junior Buyer at ISA and his main duties consisted in organising the inbound logistics and in suggesting purchasing strategies on the basis of the analysis of historical data and market trends.

Course Outline

- Procurement Management overview
- Purchasing analysis: report and annual purchasing budget
- Supplier selection criteria
- Vendor Rating Techniques
- Cost breakdown and Make or Buy
- Comakership: how to integrate Purchasing Dept and suppliers in developing new products
- Material Management and MRP

- Stock management and inventory management
- VMI and Consignment Stock
- eProcurement and electronic-Reverse Auction
- Global sourcing and price terms (Incoterms 2000)
- Legal aspects of purchasing process

Pre-Reading Material

Not required for this seminar.