



# Supporting your Supply Chain Strategy

**Today's supply chains across many sectors are undergoing unprecedented changes and challenges.**

**Nottingham Trent University** is therefore offering a **series of supply chain workshops** starting in March 2022, followed by **company specific 1-2-1 consultancy**.

This offer is available at **no cost** to eligible SMEs in Nottinghamshire and Derbyshire.

Designed for senior management teams who have responsibility for supply chain management.

The support will be delivered by experienced, senior procurement specialists from our internationally renowned and highly accredited Nottingham Business School, who aim to help critically assess how procurement can support the delivery of business strategy.

The focus is upon how the supply chain can add value and at the same time manage risks, and protecting the business from disruption.

The consultancy is supported by a proven diagnostic and tool kit that helps develop systems and processes to support decision making and business growth.

The core benefits of strengthening supply chain management are: **reduced costs, improve quality control, increase speed and flexibility, and risk mitigation.**

## What the support includes:

### **3 x 2 hr strategic procurement workshops:**

- These workshops ensure that, prior to receiving the consultancy, the SMT understand key principles, tools, and best practice in supply chain strategy.
- Delegates can either attend virtually or face-to-face. \*
- Nottingham city centre location: TBC.

### **A Procurement Maturity Self-Assessment:**

- Gain feedback on current state, to understand gaps, strengths and weaknesses and assess progress.

### **Approx. 30 hours of consultancy support:**

- We work with you via in-depth exchange of supplier data to produce:
  - spend profile diagnostics
  - purchasing policy proposal
  - supplier KPI structure for assessing and managing performance development with key suppliers
  - segmentation of suppliers to inform relationship strategy – including negotiation approach
  - review of supplier risk assessment and risk mitigation

### **A grant to fund 20% of a salary for a graduate level role:**

- Where a recruitment need is identified, we can part-fund this position for up-to 12 months.

## **Express your interest today – places are limited!**

Contact: [dave.shipley@ntu.ac.uk](mailto:dave.shipley@ntu.ac.uk) or on 0115 9848 for more information.

Please also visit the [Productivity through Innovation Webpage](#) for more information about the project.

- Subject to Government guidelines.

## What supported businesses are saying ...

Business owners who've taken part in this programme also report benefits of improved ability to delegate, senior team development, greater confidence in handling supplier relationships and greater clarity on procurement strategy.

**"We found the support provided by NTU invaluable. We worked together to develop a tool kit giving an in-depth analysis of supplier relationships, costs, quality, and risk mitigation. This process has given me more confidence to engage with suppliers to discuss pricing, transparency and ensure sustainable practices are adhered to..."** Lynn Johnson - Managing Director, FSG Tableware Ltd

**"The whole process was very useful - the workshops, the one-to-one consultancy, and additional tools that Rob provided. It helped us to understand how we need to manage the overall process. The workshop and discussions showed us there is more to managing the supply chain process. The consultancy is especially crucial now and useful for SMEs. I think the supply chain will have a huge impact on the profitability businesses."**  
Yunan Zheng - Director, Bravo Lighting Ltd

## About our procurement specialists



### **Rob Johnson, Visiting Lecturer and Lead Consultant**

Rob is a former senior executive in global automotive and aerospace supply chain management with a track record of delivering bottom line results, and leading paradigm performance shifts in supplier QCD. He has a deep knowledge of lean manufacturing and supply chain methodology, gained from over a decade's experience at Toyota and subsequent executive roles in Jaguar Land Rover and Rolls-Royce.



### **Jayne Adams, Senior Lecturer and Consultant**

Jayne is a senior lecturer in Supply Chain Management at NTU and course leader for the MSc Masters programme. Her specialist fields are in lean and agile supply chain practices, cost reduction and how to develop sustainable and ethical sourcing. She has created and delivered bespoke supply chain modules for executives in a wide range of industries. Prior to working in academia Jayne was a procurement professional with 15 years' experience at Nissan and PWC, leading change management projects.

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**European Union**

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