KOENIG
step forward

KOENIG SOLUTIONS · COURSE OUTLINE

Logistics: SCOR, Kraljic Matrix & EOQ

Learn to apply SCOR, Kraljic Matrix and EOQ to manage supply chain, procurement, inventory and transportation decisions.

5 Days	5	34
DURATION	MODULES	TOPICS

COURSE OVERVIEW

This course examines the role of logistics and supply chain management, including the Supply Chain Operations Reference Model (SCOR) and the identification of supply chain risks. It covers procurement strategy, including spend analysis, total cost of ownership, supplier classification using the Kraljic Matrix and Porter's 5 Forces, and negotiation planning. It addresses materials management practices such as safety stock, min/max systems, forecasting and bills of material, followed by inventory planning topics including Economic Order Quantity, Pareto analysis and cycle counting. The course concludes with transportation economics, covering transportation strategy, modes, incoterms and hazardous materials transport.

WHO THIS COURSE IS FOR

- **Logistics Managers**
- **Procurement Managers**
- **Supply Chain Analysts**
- **Inventory Planners**
- **Materials Managers**
- **Transportation Coordinators**

LEARNING OBJECTIVES

- Evaluate the role of logistics within current business processes
- Apply the Supply Chain Operations Reference Model (SCOR)
- Identify supply chain risks such as disruption and security risks
- Analyse supplier portfolios using the Kraljic Matrix
- Formulate strategic purchasing plans and stock decision procedures
- Calculate Economic Order Quantity and inventory carrying costs
- Apply Pareto analysis to establish a strategic cost focus
- Explain transportation modes, incoterms and hazardous materials handling

COURSE SYLLABUS

5 Modules, 34 Topics

DAY 1

01

The Role of Logistics and Supply Chain Management in Modern Businesses

TOPICS

- Evaluate Logistics Role in the current Business Process
- The Evolution of Supply Chain Management and Supply Chain Dynamics
- The Application of a Supply Chain Approach
- How to use and Apply the Supply Chain Operations Reference Model (SCOR)

IDENTIFYING SUPPLY CHAIN INSTABILITIES AND RISKS

- Internal Supply Chain Risks
- PESTLE Risks
- Inventory Risks
- Disruption Risks
- Security Risks
- Procurement Risks

DAY 2

02

Linking Strategies and Improvement in Cost and Productivity in Procurement

TOPICS

- Developing Spend Analysis for establishing Purchase Prices Index
- Examine the Total Cost of Ownership
- Analyze Supplier Portfolio and Classification utilizing and applying Kraljic's Matric and Porter's 5 Forces
- Formulate, Plan and Organize Strategic Purchasing Plans
- Illustrate the Effective Order-cycle and Lead-time Effect on Purchasing
- Plan and Organise for Negotiations

DAY 3

03

Strategic Supply in Materials Management

TOPICS

- Formulate, Plan and Organize Formal Procedures for making Stock Decisions
- Explain, Discuss and Review Safety Stock Levels and Order Points
- Apply and Improve Min / Max Systems and Settings
- Using Material Forecasts
- Cataloging Materials for Effective Buying Process
- Developing Bills of Material for Effective Parts Management

DAY 4

04

Effective Inventory Planning and Control

TOPICS

- Setting Comprehensive Inventory Goals and Objective
- Effecting a Rationalization Strategy
- Calculating and Evaluating carrying Costs and Economic Order Quantity Theory
- Establishing a Strategic Focus with Pareto Analysis on Cost
- Improving Material Identification and Coding
- Creating Best Practices in the Physical Control of Materials
- Measuring Record Accuracy and Improving Cycle Counting Systems

DAY 5

05

Tactical and Operational Approaches in Transportation Economics

TOPICS

- Apply the Role of Transportation in Logistics to the Organization
- Identify and Recognize Transportation Management Strategic Key Decisions
- Explain, Discuss and Review the Types of Mode and Intermodal Systems
- Show and Illustrate the International Commercial Terms in Transportation and the Liabilities
- Identify and Review Hazardous Materials Transportation

WHAT IS INCLUDED

Everything You Need to Succeed

- Koenig course material for every module
- Delivery by certified instructors and subject matter experts
- Hands-on exercises throughout the course
- Course completion certificate from Koenig

ABOUT KOENIG

Who We Are

Established in 1993, Koenig Solutions is a globally recognised training provider with 35+ technology partnerships, 5,000+ training programmes and a network of certified instructors and subject matter experts, supporting individuals and enterprise teams worldwide.

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