

Skills & Knowledge Programmes

Understanding Category Management in the Public Sector



**KEEP
CALM
AND
SAVE
MONEY**

This half day programme was developed in response to the widespread demand from many local authorities who wished to learn more about category management but also understand how it is best applied in the public sector. It is not intended to turn people into category management specialists, but help them appreciate how to make category management work effectively.

- Delivered on site for up to 16 people of your choice – you provide the location and refreshments, and print the materials - we transfer the knowledge and skills
- It has achieved an average delegate assessment of 4.1 (rated on a Scale of 1 (Poor) to 5 (Excellent))
- Fixed cost of £495 plus VAT per programme plus reasonable travel expenses at cost - these will be agreed in advance

Aim - To provide an understanding of the principles of category management, how it works and the commercial advantages it offers to a public sector organisation.

Who should attend?

Senior managers and staff from service departments responsible and accountable for the acquisition and/or delivery of services to internal or external customers.

Budget managers wishing to understand how to minimize the impact of budget reductions and are looking for new ways to derive more for less.

Procurement and finance managers who want to broaden their knowledge and become category management specialists.

Benefits to Individuals Attending

The programme will help representatives:

- Gain an insight into the main category management principles
- Discover how setting up focused category teams can translate into reduced costs and better outcomes
- Learn about the main stages used in setting up a category management programme
- Understand the importance of managing internal and external relationships and expectations
- Manage internal expectations and relationships
- Find out which are the most suitable categories for this approach

Benefits to Employing Organisations

The programme will help local authorities:

- Increase capacity and enhance the skills and knowledge sets of their employees
- Discover new sources of cashable savings and service outcome improvements
- Understand the importance of working with other public sector organisations
- Make category management a reality



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Programme Outline

Category management is something which many organisations talk about as being the 'way forward' for procurement and commissioning, but rarely make it happen. Although a tried and tested technique, it often does not live up to its potential. This programme is designed to give people working in public sector organisations the basic skills and knowledge sets required to get the most from category management. It also sets out how it should be positioned, where it is best applied and how it can deliver great results. The programme works best when both corporate and service department representatives are present.

This programme will cover a lot of ground including:

- The key stages of category management
- A guide to the main principles
- How to select the best categories to apply it
- How to make the business case
- Getting buy in from service departments

The programme is interactive and will include an adult social care case study.

Presenter Details

Ken Cole is the former Commercial and Procurement Advisor to Capital Ambition and former Director of the London Centre of Excellence. Ken is a Fellow of the Chartered Institute of Purchasing and Supply (CIPS) and has worked at senior levels in procurement and project management for both the public and private sectors.

He has been involved in the inception of many high profile collaborative projects in London and other regions which have helped public sector organisations make significant cashable savings and expand commercial skills and knowledge.



Booking a Place

Booking is easy.

Either e-mail your enquiry to
info@sps-consultancy.co.uk
or telephone Alison McCreath
on **01784 895040**.

The cost is fixed at **£495** plus
VAT **per programme**
plus reasonable travel
expenses at cost - these will
be agreed in advance.