

Analytical Reports

Based on the work undertaken by the client and inputted into the tool, the system automatically produces analytical reports to guide users about the strategic and tactical sourcing options available to them.

Key Analytical Reports include:

- Power & Leverage Positioning
- Competitive Forces
- Supplier Positioning
- Relationship and Performance Positioning
- Purchasing Portfolio Analysis
- Sourcing Portfolio Analysis
- Strategic Sourcing Options
- Tactical Sourcing Levers



Competence Development

The Sourcematrix® tool also provides clients with an on-line competence development and training process for all of the pre- and post-contractual activities and tasks in the strategic sourcing process.

For each activity and task in the end-to-end strategic sourcing process there is a competence prompt provided that explains to the user:

- The importance of the activity and/or task to the sourcing process
- The impact of the activity and/or task on the sourcing process
- How to undertake the activity and/or task to a world-class level
- Where to obtain any necessary information to complete specific activities and tasks
- How to answer specific questions and/or complete activities and/or tasks

The competence prompts are available as an expert tutorial whenever the user needs to access them. The prompts provide the equivalent of a world-class MBA-level tutorial in procurement and supply chain management to improve individual competence on-line at the activity and task level.

Internship Programme

The overall idea of the **IIAPS Internship Programme** is to:

- connect high potential individuals with IIAPS affiliated companies
- ensure that all interns are capable of working in purchasing and supply management from day one of their internship. Each intern must initially pass the IIAPS Green Belt qualification!
- support IIAPS affiliated companies in their HR activities such as recruiting, development and retention

IIAPS has two broad internship programmes:

- Within-Degree Internships
- Post-Degree Internships

Due to the different requirements of interns and organisations within different regions and cultures, IIAPS has a number of alternative operating models to select from within each of these 2 types of programme.

IIAPS works with affiliated organisations either to locate and recruit suitable internship candidates, or to work with interns they have already identified. Interns can be recruited from Universities/Colleges within the host country of the organisation, or from Universities/Colleges in other countries. Internships can last from 3 months up to 12 months (depending on the type of internship programme).

Within-Degree Internships

Vacation Internship

- For 1st Degree students seeking work experience during the long summer vacations.
- The earlier an internship is commenced the earlier a potential recruitment decision point can be made.

Sabbatical Internship

- For students seeking work experience by taking a year-off, and who also want to gain advanced qualifications while working as an intern.

Post-Degree Internships

Intensive Study Internship

- For graduates who would like to gain experience, while working as an intern after they have completed their 1st Degree.
- This internship will normally lead to the award of 2 IIAPS International Belts (Green, Red) in 12 months (2/3 of the time is study and 1/3 on work experience).

Work & Study Internship

- This type of internship will normally lead to the award of the IIAPS International Green Belt, and can be designed as a 9 months programme (1/3 of the time is study and 2/3 on work experience).

Funding of IIAPS Internship Programmes

These two broad types of internship programmes can also be designed in a number of alternative ways financially, to suit organisational requirements and the financial means of interns.

Options for funding are as follows:

Company invests	(1) Company funded	In these programmes the sponsoring organisation meets all of the costs of study for the IIAPS Belt or Belts, and also pays the intern an agreed stipend to cover travel, subsistence and living expenses etc.
	(2) Jointly funded	In these programmes the sponsoring organisation meets all of the costs of studying for the IIAPS Belt or Belts, but the intern funds their own travel, subsistence and living expenses, or vice versa
Intern invests	(3) Intern funded	In these programmes the intern meets all of the costs of studying for the IIAPS Belt or Belts, and also funds their own travel, subsistence and living expenses etc.

In Company-Funded options organisations can select from one of the following financial approaches:

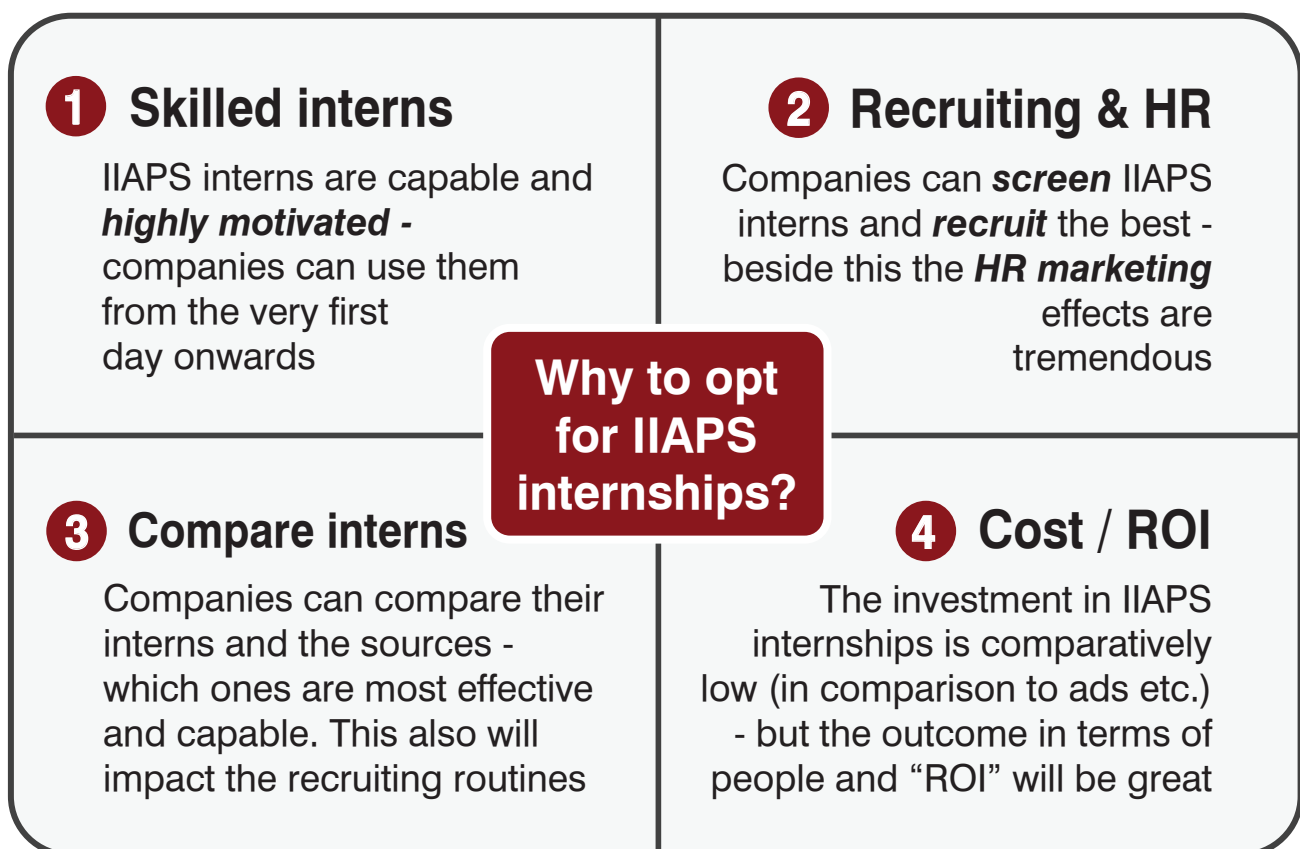
1. **Self-Located Interns (without stipend):** the organisation identifies and recruits the intern (whether within-degree or postgraduate) without IIAPS support, identifies the time period (6-12 months) for the internship, and pays the cost of the Green and/or Red Belts to IIAPS.
2. **Self-Located Interns (with stipend):** the organisation identifies and recruits the intern (whether within-degree or postgraduate) without IIAPS support, identifies the time period (6-12 months) for the internship, and pays the cost of the Green and/or Red Belts to IIAPS + agreed stipend to cover living expenses and/or pay.
3. **IIAPS Located Interns (without stipend):** IIAPS identifies potential interns for the organisation to select from (whether within-degree or postgraduate), the organisation identifies the time period (6-12 months) of the internship, and pays the cost of the Green and/or Red Belts and an agreed amount to IIAPS for each student identified and recruited to a full-time job.
4. **IIAPS Located Interns (with stipend):** IIAPS identifies potential interns for the organisation to select from (whether within-degree or postgraduate), the organisation identifies the time period (6-12 months) of the internship, and pays the cost of the Green and/or Red Belts and an agreed amount to IIAPS for each student identified and recruited to a full-time job + agreed stipend to cover living expenses and/or pay).

In **Jointly-Funded options** the approaches are similar to those identified for Company-Funded options, but the intern might share 50% of the cost of the Belts with the organisation.

In **Intern-Funded options** organisations can select from one of the following financial approaches:

- **Self-Located Interns:** the organisation identifies and recruits the intern (whether within-degree or postgraduate) without IIAPS support, identifies the time period (6-12 months) for the internship, and the intern funds the cost of the Green and/or Red Belts, with the intern paying all of their own living expenses and without any pay.
- **IIAPS Located Interns:** IIAPS identifies potential interns for the organisation to select from (whether within-degree or postgraduate), the organisation identifies the time period (6-12 months) of the internship, and the intern funds the cost of the Green and/or Red Belts and all of their own living expenses and without any pay. The organisation pays an agreed amount to IIAPS for each student identified and recruited to a full-time job.

IIAPS Internship Programmes: Reasons for Affiliation



Events

IIAPS holds regular events worldwide to showcase the International Green, Red and Black Belt qualifications, as well as our professional services offerings. IIAPS staff also often present the results of its work on best practices at events and conferences around the world.

Up-to-date details about all forthcoming events can be found online at www.iiaps.org/events.html.

In-Company Training

IIAPS offers all of its 27 Theory and 31 Praxis e-Learning modules on an on-demand basis. This means that they can be accessed individually whenever required and anywhere in the world for immediate on-line viewing. For further details see the accompanying Black Belt in Advanced Purchasing & Supply brochure available online at www.iiaps.org.

IIAPS also offers face-to-face (F2F) training courses to support instructor-led competence development programmes, either when e-learning is not appropriate, or instructor-led training is a useful supplement to web-based learning.

We offer a number of standard F2F courses, but all of these can be tailored to specific client requirements. These courses can be offered as either stand-alone training, or in support of IIAPS professional services engagements. IIAPS is also able to provide assessment of all course offerings if this is required.

Our current 25 two-day F2F course offerings are listed below:

- Foundations of Sustainable Business Success
- Business-to-Business Relationship Management
- Managing International Business and Political Risk
- Effective Insourcing and Outsourcing Management
- Effective Marketing and Demand Management
- People and Process Alignment
- Effective Supply Chain Management
- Principles of Effective Project Management
- Principles of Strategic Sourcing & Category Management
- Strategic Sourcing Planning Techniques
- Managing Lean and Effective Operations
- Introduction to Procurement Techniques
- Segmentation, Strategy Team & Stakeholder Management
- Defining Business Needs, Value Propositions & KPIs
- Understanding Demand & Supply Levers
- Activity-Based Costing & Target Costing
- RFIs & Purchase Price Cost Analysis (PPCA)
- Selecting Strategic & Tactical Sourcing Options
- Pre-Qualifying & Selecting Suppliers for Market Test
- Managing the Bidding & Market Test Process
- Managing Negotiation & Contract Award
- Managing Supplier Relationships
- Supplier Performance Management
- Risk & Opportunity Management
- The QV® Sourcing Strategy Development Workshop

Bespoke/Tailored Training & Certification Programmes

IIAPS can provide bespoke/tailored programmes to meet specific or unique requirements from organisations. It is also possible for these programmes to be accredited by IIAPS on an individual certification basis or, if they meet IIAPS standards, they can be assessed by IIAPS as exemptions against IIAPS qualifications.

The Route to International Black Belt (MIIAPS)

The mission of IIAPS is to establish an elite cadre of purchasing and supply management professionals worldwide. This is achieved by establishing an advanced international standard, the possession of which differentiates purchasing and supply chain professionals from those with less comprehensive qualifications.

To obtain the *Black Belt* qualification, and life membership of the International Institute of Advanced Purchasing and Supply (*MIIAPS*), candidates have to demonstrate competence in managing all of the purchasing and supply chain management activities and tasks in two very different categories of spend. Candidates must also demonstrate overall competence theoretically and practically by passing the *Black Belt* examinations.

During the 3 stages to *International Black Belt* and *MIIAPS* candidates have a different membership status with the IIAPS, as described below:

Stage 1: International Green Belt & SIIAPS



The *International Green Belt* status provides *Student Membership of IIAPS (SIIAPS)*, and is awarded after satisfactory completion of 4 Project Reports that demonstrate practical competence in the effective management of a single category of spend in the *Sourcematix® Simulation* learning environment.

Stage 2: International Red Belt & AIIAPS



The *International Red Belt* status provides *Associate Membership of IIAPS (AIIAPS)*, and is awarded after satisfactory completion of a further 4 Project Reports that demonstrate practical competence in the effective management of a complex project/new product, with multiple categories of spend in the *Sourcematix® Simulation* learning environment.

Stage 3: International Black Belt & MIIAPS



The *International Black Belt* status is awarded after satisfactory completion of the final comprehensive examination covering all aspects of the course of study, and the completion of a final project-based Dissertation based on a real-life case inputted into the *Sourcematix® Simulation* learning environment. Successful candidates then become *Full Life Members of IIAPS (MIIAPS)*, with access to a comprehensive range of membership benefits.

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