

Accenture Academy Sourcing and Procurement

Proven, cost-effective learning solutions to rapidly advance the skills of your sourcing and procurement workforce

 High performance. Delivered.



Procurement organizations today are severely challenged to take out costs while also delivering new kinds of value to the business by becoming more innovative, business-driven and agile. Achieving those goals requires a unique combination of leadership and skills.

A common denominator among the best-performing procurement organizations, according to Accenture research, is the procurement workforce: attracting top talent and then giving them the skills they need over time to be both highly productive and increasingly insightful.

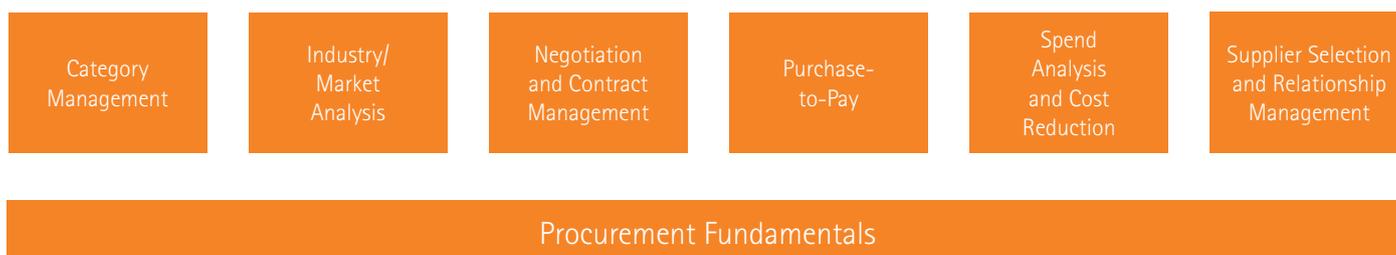
Accenture Academy meets the needs organizations have for broader and more integrated employee skill sets. We offer an extensive, proven sourcing and procurement curriculum, and integrate that curriculum with a variety of specialty skills in areas such as analytics, process excellence, project management, risk management and sustainability.

As a worldwide leader in innovative and effective learning solutions, Accenture Academy provides a blended, interactive and highly engaging learning environment. Accenture Academy courses are designed to achieve measurable business outcomes, and our learning professionals help organizations keep learning plans aligned with changing strategies and business goals.

An extensive sourcing and procurement curriculum

Accenture Academy provides a sourcing and procurement curriculum that is based on up-to-date functional competency models and job frameworks. At the same time, an Accenture Academy solution is tailored to your organization, your people and your strategic goals. That means assessing your organization's current skills inventory, analyzing the gap between where your people are and where they need to be from a training perspective, and then matching learning plans to those needs.

Figure: The Accenture Academy curriculum covers the following sourcing and procurement areas:



Our integrated sourcing and procurement curriculum includes the following subject areas:

- **Category Management:** Aligning resources, developing a category strategy and engaging stakeholders for successful category management.
- **Industry/Market Analysis:** Acquiring corporate intelligence and analyzing key aspects of industries and markets including structures, financials, trends, competitors and consumers.
- **Negotiation and Contract Management:** Developing full and clear contractual agreements, policies and procedures in line with business strategies.
- **Purchase-to-Pay:** Managing the end-to-end process from requisition and purchase of goods and services to payment for those purchases.
- **Spend Analysis and Cost Reduction:** Working with suppliers and customers to minimize cost—conducting a spend analysis and understanding total cost of ownership in addition to strategies for cost reduction.
- **Supplier Selection and Relationship Management:** Developing relationships during renegotiations, supplier relationship management, financial impact on supplier management and vested outsourcing.

Established track record—measurable results

Our Accenture Academy clients in sourcing and procurement are realizing significant benefits in enhancing skills development, engaging top talent and improving organizational performance.

Equipping the workforce for growth. A large fertilizer manufacturer selected Accenture Academy to help equip its procurement organization with the talent and tools necessary to be a significant contributor to the enterprise's pursuit of high performance.

Delivering on-demand, global training. A multinational oil and gas company selected Accenture Academy for its ability to deliver high-quality training on demand, regardless of where an employee is located around the world.

Developing suppliers' capabilities. A Fortune 100 retailer partnered with Accenture Academy to develop a certification program to build the skills of the company's suppliers, which also improved relationships with suppliers. In addition, the program has improved on-shelf product availability and overall profitability for the company.

Identifying cost savings. A large consumer goods company selected Accenture Academy to deliver the learning components of a broader procurement transformation program that helped the organization identify significant cost savings.

The Accenture Difference

Distinctive sourcing and procurement services

As one of the world's leading providers of procurement consulting and outsourcing services Accenture helps its clients architect, build and operate high performance procurement organizations through our global, flexible solutions.

A leader in enterprise learning Accenture is an acknowledged innovator in enterprise learning and has business, industry, training and technology skills that are unmatched in the marketplace. Accenture Academy delivers content tightly aligned to competency models and job frameworks so that learning programs meet real and relevant performance needs. Our "cross-training" methodology means that multiple learning experiences in relevant areas build upon and reinforce each other.

Our engaging curriculum in sourcing and procurement is continuously refreshed with new content and is available on demand, 24/7—offering flexible access to learning for our clients around the world.

With broad consulting, outsourcing and technology experience, Accenture can help your organization drive measurable improvements in the performance of your sourcing and procurement workforce—increasing the value it delivers to the entire organization.

Learn more

For more information about Accenture Academy—and about how Accenture can help your organization drive toward high performance through differentiated, skilled sourcing and procurement talent—please visit: www.accentureacademy.com.

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