



# Training Portfolio

Develop your team to  
outperform in Procurement

## Solvint Procurement Academy EMEA

[www.solvint-academy.com](http://www.solvint-academy.com)





Your one stop shop  
for procurement  
team development

# Solvint Procurement Academy EMEA

## Introduction

**Solvint Procurement Academy**, part of Solvint Supply Management, has a strong reputation in the field of training and assisting procurement and logistics staff. We distinguish ourselves with programmes made by and for professionals. For a considerable number of multinationals, large national companies, SMEs and public institutions at home and abroad, we are currently the preferred partner in the field of assessment, education, training, skill development and coaching.

## Our vision on skill development

Education and training are not an end in themselves. They are a means of developing employees individually, and as team members as people and as professionals. Our range of training courses must therefore be seen as one component of a learning and development cycle consisting of:

- **skill assessment**
  - > establishing development domains
- **training and education**
  - > transfer and intake of knowledge
- **coaching**
  - > on-the-job understanding and evolution

## Your company and your staff are of central importance

Traditional 'generic' training courses take less account of differences in corporate environments, market specifics and cultures or of the level of experience of the participants. For this reason, Solvint Procurement Academy has developed an in-house training programme with the opportunity to integrate a company's own methodology, culture and contribution. As a client, you can choose from our general training modules, specific in-depth training courses or a combination of both.

## In house Training on any location

With an international perspective Solvint Procurement Academy is available within the EMEA for an in-house training on site or on location. Always in consultation with your preferred wishes and desires.

Solvint combines theory and practice effectively

UNILEVER

## Our approach: a 3-stage approach

- **Theory** as the basis and necessary first move (content-wise)
- **Best practices** with concrete, striking examples from your own or related and relevant sectors
- **Application** to translate knowledge into daily practice

## Our strengths

Solvint Procurement Academy's seminars, training courses and workshops are always practically and pragmatically structured. They have a high degree of practical activities and are run by experienced and energetic trainers, who are top in their professional held. Their practical experience ensures that 'theoretical' concepts can be directly translated into 'applicable' knowledge. To give your training course extra strength Solvint Procurement Academy, in addition to its own experienced trainers, can always call on the services of academics, guest speakers and guest lecturers from its own network. Our international mobility, multilingual capabilities and the cultural sensitivity of our trainers make Solvint Procurement Academy an ideal partner for providing top-quality assistance for your company worldwide.

# Training Portfolio

## Journey into Procurement Excellence

### PROCUREMENT FOR PROCUREMENT PROFESSIONALS



### PROCUREMENT FOR SALES PROFESSIONALS



#### PROCUREMENT COMPETENCE PROGRAMME (PCP)

- Operational Purchasing 2 days
- Sourcing 2 days
- Negotiating Like a Pro 2 days
- Cost Reduction and Cash Optimisation 2 days
- Contract Supplier Management 2 days
- Business Engagement 2 days



#### PROCUREMENT LEADERSHIP PROGRAMME (PLP)

- Procurement Management & Strategy 3 days
- Category Management
- Category Management for management teams and Executives 0.5 day
- Introduction to Category Management 1 days
- Advanced Category Management 3 days
- Negotiating with Powerful (Partner) Suppliers 2 days



#### PROCUREMENT À-LA-CARTE PROGRAMME (PAP)

- 'Upon Request' Specials
- Custom work
- Seminars and Lectures
- Solvint Trophy Days



#### PROCUREMENT SALES PROGRAMME (PSP)

- Sales Meets Procurement 1 day



# Procurement for Procurement Professionals

# Procurement for Procurement Professionals

## Procurement Competence Programme (PCP)

### OPERATIONAL PROCUREMENT

 2 days

#### Summary and purpose of the training

'Operational Procurement' is an introductory course that familiarises everyone involved in the procurement process quickly and easily with the business of procurement. The training course gives a broad insight into the procurement life-cycle, the roles and responsibilities of the people involved, the terminology used in this activity, the prevailing processes and the tools used.

#### What subjects are covered?

- What is a procurement request?
- What is an RFI, RFP, RFQ?
- What are specifications and why are they important?
- How do I ask for a price?
- What should I watch out for in an offer?
- Where does my role as an operational buyer begin and end?
- What is a contract?



Used cases, best practices and exercises enrich the training. At the end of the course the participants can get to work, motivated and confident and armed with directly applicable tips and tricks.

#### Who should take this course?

This course is geared to newcomers to procurement, junior buyers with initial procurement experience (less than 1 year), procurement and management assistants, staff working in Production, Maintenance, Facilities, R&D, Marketing, HR, etc. In short: anyone who occasionally or regularly comes into contact with 'procurement' or who maintains commercial contacts with suppliers.

- What are procurement terms & conditions?
- What are often-used 'selling tricks'?
- How do I recognise them?
- How do I react to them?
- What types of sales profiles are there, and how do I deal with each of them?
- How do I negotiate on the phone?

## Summary and purpose of the training

‘Sourcing’ can be considered as a follow-up course to the ‘Operational Procurement’ course. This course gives participants an insight into the various facets of a professional sourcing procedure, starting with the specification process, the selection process, contracting and ending with aftercare and contract management. During the course, we go more deeply into the person’s own procurement maturity and we teach how growth scenarios can be recognised. We practise drawing up segment and category plans and developing simple procurement and negotiation strategies. Finally, the course gives the first elements in drawing up a legally-valid contract, concluding a Service Level Agreement and developing a Supplier-Performance Dashboard.



Used cases, best practices and exercises ensure the right balance between theory and practice.

## Who should take this course?

Whether following on from the ‘Operational Procurement’ course or considered separately, this programme is geared to buyers with one to three years’ experience or non-buyers who regularly implement important sourcing procedures but whose theoretical knowledge has to be scaled up. The course is also geared to operational buyers who are presently developing towards a more tactical procurement job.

## What subjects are covered?

- What is a segment and category plan?
- What procurement strategies are there?
- What is a Kraljic matrix?
- When do I use a portfolio analysis and what do I learn from it?
- How does a tactical procurement process proceed?
- What are the roles of the tactical buyer?
- What is the role of the internal stakeholders?
- How do I ensure a clearly defined set of specifications?
- How do you carry out a market survey?
- How do you construct and write an RFI, RFP or RFQ? What are price matrices?
- How do you evaluate an offer?
- What is Total cost of Ownership (TCO)?
- How can I gain insight into the price and cost construction?
- How do I conclude a valid contract?
- What are the building blocks of a contract?
- What are the general procurement terms & conditions and their importance?
- What are performance indicators?
- What is a Service Level Agreement?
- How do you make a plan for evaluating a supplier’s performance?



### Summary and purpose of the training

'Negotiating Like a Pro' teaches people to negotiate practically and interactively with self-confidence and the necessary theoretical elements. The course provides a set of handy and practical negotiation techniques that can be deployed in tactical and semi-strategic procurement situations. Interactive role play gives participants the opportunity to practise these techniques.

The course teaches participants how best to prepare themselves, to recognise power and how to deal with it, to choose the right negotiating style, to deploy the right tactics, to recognise dirty tricks and how to communicate effectively, both verbally and non-verbally. During this course, participants will gain insight into their personal negotiating style and what aspects need to be improved.

## In-depth procurement transformation thanks to Solvint

BASF

### Who should take this course?

This course is geared to the inexperienced buyer-negotiator who is looking for theoretical and practical knowledge, as well as the mid- and senior buyer-negotiator with practical experience but without theoretical knowledge who wants to improve or enrich himself. The course is also suitable for all non-procurement professionals who negotiate with suppliers occasionally or frequently.

### What subjects are covered?

- What is negotiating?
- How do I prepare myself for it?
- What makes me strong before, during and after the negotiation?
- How does a strategic negotiation proceed?
- What is a BATNA?
- How do I make a negotiation plan?
- What is a conflict and how do I deal with it?
- What negotiating styles are there and when do I apply which style?
- What is my own style?
- What is the effect of my style on the other party?
- What is power?
- What sources of power can I draw on?
- What are the tactics and dirty tricks that are used?
- How and when do I use them?
- How do I arm myself against them?
- What is the effect and importance of communication?
- How do I communicate efficiently?
- What are typical verbal pitfalls?
- What is the importance of non-verbal behaviour?
- What types of non-verbal behaviour are there?

### What makes this programme unique?

This is a workshop by and for buyers. Participants negotiate in procurement and sales teams during role play, based on real-life cases from your industry. The trainer assists and coaches the participants during, before and after the exercises. After the role play, the recordings are discussed. At the end of the course the participants evaluate and comment on the results and they decide what aspects need to be improved. To create an optimum effect from the programme, people work in small groups of no more than 10 participants, so that everyone can take part and get direct and personalised feedback from the trainer.



### Summary and purpose of the training

Nowadays, the total procurement budget for goods and services can easily rise to 70% or more of the total company turnover. So it's logical that if margins are to be secured, better cost management is one of the first things we should look at. For this reason, cost reduction techniques, cost analysis and clever cash management are the best tools for achieving important improvements in operating profits. What cost reduction techniques are there? When is which technique recommended? How is a price arrived at? How do I achieve clarity in the composition of the costs of my product or service? What is cash flow and its importance? Answers to these questions in combination with examples and practical exercises are the subject of this enriching two-day course.



### Who should take this course?

This course is geared to buyers and all other professionals in the procurement decision-making process or those who bear responsibility for implementing cost reduction programmes relating to procurement goods, services and investments.

### What subjects are covered?

- What is a price?
- How is a price arrived at?
- What makes a price change?
- What types of prices are there?
- What are price indices and what is price volatility?
- What details of understanding prices and costs do you aspire to?
- What analytical methods do you use?
- What is break-even and contribution margin?
- What cost accounting techniques are there? • How does a cost reduction programme work in practice?
- What techniques should be adopted, and when?
- What is the DuPont effect?
- What is cost modelling, and when do you apply it?
- What is Total cost of Ownership?
- How do you make a TCO analysis?
- How do you make a balance sheet analysis?
- How do you influence the company balance sheet?
- What is COGS, Operating result, EBIT, EBITDA ...?
- What ratios are there, and which must you follow up?
- What is working capital and WACC?
- How do you do a cash flow optimisation?
- What financing methods and payment terms do you opt for?
- How do you value your stocks?



### Summary and purpose of the training

Good agreements make good friends. Ensuring the success of procurement agreements, by means of clearly defined contracts, Service Level Agreements (SLAs) and vendor ratings, is an integral element of the modern procurement professional's tasks. He is also responsible for establishing, maintaining and strengthening relations with suppliers in order to create (mutual) benefit and value as much as possible during the lifetime of the contract.



The contract and Supplier Management course teaches you what to be aware of if you want to implement and integrate one or both in your daily procurement policy: What is it exactly? What does it involve? How should I approach it? What pitfalls must I avoid? What is the result? ...

### Who should take this course?

This course is geared to procurement and other professionals involved in negotiating, drawing up, managing, evaluating and following up contracts and Service Level Agreements (SLAs): buyers, contract managers, supplier managers and service level managers.

### What subjects are covered?

- What is contract management?
- What does the contractual framework consist of?
- A few general legal terms?
- What are the building blocks of a clearly defined contract?
- What parallels and differences are there in the use of general conditions and special conditions (contract)?
- How do you draw up a procurement contract and what are its typical clauses?
- What is an SLA and how is it created?
- What does a good SLA consist of?
- Who does what?
- How are SLAs negotiated?
- What is the relationship between SLAs and supplier management?
- What are the basic principles of professional supplier management?
- How is it implemented?
- What is the result?
- Who does what?
- The following are also examined: the do's and don'ts, the KPI and performance dashboards, the communication of performance and performance measurement as steps toward continuous improvement.



### Summary and purpose of the training

The procurement landscape is continually changing. This requires procurement professionals with the right technical and interpersonal knowledge and skills. The bar is constantly being set higher. They have to be communicative, resilient and creative, show leadership and innovation and push for change. Hence, well-trained and skilful buyers with the right interpersonal and communicative attributes in combination with high change-content make an important contribution to the competitiveness and commercial strength of your company.

The 'Business Engagement Skills' course gives an overview of techniques, tools and skills to make buyers more efficient in their dealings with fellow- buyers, internal clients, and all kinds of other stakeholders and suppliers.

What interpersonal and communication skills should buyers have today? How can you exert effective influence? How do you stimulate cooperation with stakeholders and internal clients? How do you communicate and present yourself convincingly? How do you facilitate meetings and teams? How do you deal with a conflict? How do you communicate? How do you recognise other styles and how do you react to them?

### Who should take this course?

The course is geared to all procurement professionals who are dependent for the results of their work on their interpersonal effectiveness, the degree of stakeholder buy-in and the quality of inter-staff cooperation with, for example, R&D, Production, Operations, Logistics, Facilities, Maintenance, Legal, Finance, hr, Sales & Marketing, etc.

### What subjects are covered?

- What are the skills that buyers need today? • What influencing techniques are there?
- What is my own favourite technique?
- When do I use which technique?
- What is stakeholder mapping and what is it used for?
- How do you make a communication plan?
- What do you communicate with whom and how?
- What sources of power are there in a company?
- What are your personal sources of power?
- How do you connect with internal clients?
- What motivates a person and what makes someone step back?
- How do you deal with a conflict?
- How do you recognise your personal style in the other person and what do you decide from it?
- What are the building blocks, tools, do's and don'ts in a stakeholder interview?
- How do you extract a buy-in and formalise your network of support?
- How do you get the attention of stakeholders?
- What is an elevator pitch?
- How do you organise and facilitate the working of your team and project?
- How do you run efficient meetings?
- How do you organise decision-making?

# Procurement Leadership Program (PLP)



PROCUREMENT MANAGEMENT & STRATEGY



2 days

## Summary and purpose of the training

This course gives participants an insight into the leadership role of the procurement professional and the strategic dimension of the procurement function. Within this 3-day training course we will train you on realizing the best set of procurement skills to help create and realize different procurement objectives and implement them within the broader company context. At the end of this training course you can build partnerships with door strategic relationships and business impact with your key supplier base, you can translate different company objectives to procurement objectives. But most importantly you have the right set of skills that a procurement professional on management level needs to have.

## Successful training alliance with Solvint

ATLAS COPCO

The following topics are covered by the course: procurement planning, procurement organisation, category development, competence development, cross-functional sourcing, value sourcing, cost and risk management, supplier relationship management, performance management & dash boarding, P2P, systems and tools, personal effectiveness, skills, sustainability, etc.

At the end of the course the participants go home with a rich assortment of directly applicable tips and tricks.

## Who should take this course?

This course is geared to senior buyers, procurement supervisors, procurement agents, beginner procurement managers with at least 5 years' experience who are either making the changeover to a managerial strategic procurement role or who want to raise the procurement organisation to a higher level.

## What subjects are covered?

- What is strategic procurement?
- What is the role of a strategic buyer?
- What is procurement leadership?
- How to arrange procurement organisationally?
- What is category management?
- How does it work?
- What are the correct conditions?
- What does a procurement plan consist of?
- What is a CVR analysis (cost/value/risk)?
- What is cost modelling?
- When do I apply it?
- What is a procurement dashboard?
- What does it consist of?
- What do we measure with it?
- How do we deal with supplier management?
- What are the conditions?
- How do I become an attractive client?
- How do we make procurement value visible?
- How do I get procurement to appear on the boardroom radar?
- What is P2P?
- How do I optimise the process?
- What is the impact of e-tools and web tools?
- What personal attributes should I and my team have?
- What is sustainable procurement?

# Category Management

'Category Management' in 'Procurement' is a strategic procurement approach focussing on all procurement expenditure for goods and services. Category Management segments goods and services into categories according to a function and type of supply market. It is a structured, process-oriented, cross-functional way of procurement with a focus on the development and implementation of sustainable procurement strategies that align as much as possible with the business requirements of the internal client. This procurement method is especially recommended for large or multinational companies with several locations at home and/or abroad.



## **Successful Category Management procedures result in significant improvements:**

- Better procurement terms
- Better operating profits
- Smaller supply risk
- More innovation and added value
- Greater transactional efficiency
- More compliance
- Greater competitive advantage
- More sustainability
- More shareholder value

Solvint Procurement Academy offers different solutions, depending on the target group: from a boardroom awareness session lasting half a day to a multi-day in-depth programme in which the entire process is explored and trained in.

If you want your investment in category management training to be profitable, make a lasting impression and be applied, then it should be considered as a personalised category management procedure tailored to the client, including the development of tools and templates.

We would like to explore with you the possibilities of an integrated training, coaching and facilitation programme for category managers and category management teams. We would be happy to make a personalised proposal for this. Don't hesitate to contact us for an offer.



## CATEGORY MANAGEMENT FOR MANAGEMENT TEAMS AND EXECUTIVES



half-day

This course is intended for management teams and executives who are looking for insights into the concept, the implementation conditions and their own roles and responsibilities. This applies to before, during and after the implementation of a category management strategy. During the session, the category management process and its most important principles are presented. Practical examples demonstrate how the process works.

At the end of the course the scope, impact and deliverables of the process and how it works, will be clear. Management and senior executives will be in a position to judge whether category management is the recommended procurement strategy for their company. They will get to know the advantages, as well as what conditions must be met before introducing the process.

### Programme

- Procurement today
- Added value of Procurement
- Procurement maturity
- Procurement organisation
- Category Management process
- ROI
- Change Management
- People, knowledge and skills
- Senior Management Support
- The category management toolkit





This course is a high-level session exploring the category management process for procurement professionals. It precedes the multi-day broadening session. This course is also suitable for internal stakeholders who are indirectly involved in the process and want to know what they can expect of it.



This 'Introduction to Category Management' course is intended for procurement managers and stakeholders who want to know about the possibilities, the concept, the implementation conditions and roles and responsibilities of the people involved in the process. In this one-day course, the general principles, do's and don'ts are explained. A selection of the tools used in category management is demonstrated.

At the end of the course the participants will have a clear view of the working, scope, impact and results of the category management process. procurement managers and stakeholders will be in a position to judge whether category management is an option for their organisation. They will gain an understanding of the benefits of the process, as well as what conditions must be met to implement it.

The course gives the required basics for developing a business case with which procurement managers can promote category management as a spearhead strategy in their procurement policy.

### Programme

#### STRATEGY PHASE

- Procurement maturity
- Thinking out-of-the-box
- Category management process step by step
- Strategic choices

#### IMPLEMENTATION PHASE

- Communication and communication planning
- Conditioning, negotiating and contracting
- Implementing, organising and managing risks
- Changing, acquiring support and organising

#### POST-IMPLEMENTATION PHASE

- Managing suppliers, measuring supplier performance, evaluating offer of value and continually improving performance



This 'Advanced category Management' course is intended for procurement professionals who have to put category management into practice and apply it.



This course is also useful for stakeholders who are actively involved in category management processes. The course explores the category management process from A to Z and familiarises the participants with the techniques and tools used.

### Programme

#### STRATEGY PHASE

- Thinking out-of-the-box
- Category Management
- Category research
- Supplier research
- Project management
- Teamwork
- Cost research
- Team meetings
- Supply and value research
- Strategic choices

#### IMPLEMENTATION PHASE

- Communication
- Contracting
- Implementation
- Change management

#### POST-IMPLEMENTATION PHASE

- Supplier management and performance measurement



## NEGOTIATING WITH POWERFUL OR PARTNER SUPPLIERS



2 days

### Summary and purpose of the training

Buyers often negotiate from a weak or powerless position. The supplier is a monopolist or at least just as strong as the procurement party. The buyer-negotiator cannot rely on his procurement power to ensure the success of his negotiations. This demands an approach that is totally different from the stereotypical dominant straightforward style, looking for the lowest possible price. What are specific negotiating themes in such cases? How do you defend your strategic interests? How do you arm yourself against power and possible misuse of power?

This course gives a set of handy, practical negotiation techniques that can be applied in strategic procurement situations or sticking points with internal stakeholders, strategic partners and/or monopolistic suppliers. Interactive role play gives participants the opportunity to practise these techniques.

### Who should take this course?

This course assumes that the participants have sufficient expertise in the elementary negotiating techniques and tactics, as well as a good knowledge of procurement techniques and strategies. It follows on from the 'Negotiating Like a Pro' course or other similar courses. It is geared to the experienced buyer-negotiator with at least five years' procurement and negotiating experience as a senior buyer, procurement supervisor, procurement agent, category manager, supplier relationship manager, procurement manager, procurement director, etc.

### What subjects are covered?

- What is strategic negotiating?
- How does a strategic negotiation proceed?
- How, when and why should you aim for a partnership?
- What is negotiating with integrity and on principles?
- How do you prepare for a strategic negotiation?
- How do you widen the negotiating field?
- How do you negotiate, quantify and integrate, cost, value and risk?
- How do you make yourself attractive as a client?
- Do you go for the 'kimono style' with open communication and trust or not?
- What sources of power can you draw on?
- The importance of personal style, manoeuvrability and creativity will also be covered.

Solvint is **committed** to achieving **results**

HEMA

### What makes this programme unique?

Unlike other negotiation programmes, this is a course by and for buyers, created by buyers. The participants work in teams on real-life cases during intensive role play. The trainer assists and coaches the teams during preparations. We film the progress of the negotiations during the role play sessions. We have good experiences with this. At the end of the course the participants evaluate and comment on the results and they decide what aspects need to be improved. To create optimum effect from the teaching, people work in small groups, so that everyone can take part to the maximum and get direct personalised feedback from the trainer.

# Procurement à-la-carte programme

## Specials, custom work and team days

Our à-la-carte programme offers training courses, seminars, workshops or lectures by guest speakers, which are in addition to the regular PCP or PLP programmes. This also includes such things as the Solvint Trophy programme and the negotiating games for groups of 16 or more participants.

## Specials, custom work and seminars

Upon request, Solvint will develop 'customised training courses', workshops and seminars geared to the wishes of the client. An intake interview precedes the training course in order to establish the client's specific expectations and jointly establish the topics and learning objectives to be covered. A programme proposal will be submitted to the client for validation beforehand. The programme will only proceed after the client's approval.

The following are some of the themes covered: ICT sourcing, Fleet sourcing, procurement services, procurement investments, procurement on volatile markets, Procurement in the healthcare sector, Total cost of Ownership, Dash boarding, Service Level Agreements, Supply and Value Chain Mapping, Outsourcing, P2P, corporate and Social responsibility in procurement, etc.

For all your custom work: contact us via [info@solvint.com](mailto:info@solvint.com). We will get back to you as soon as possible.

## Solvint Trophy

The Solvint Trophy is a results-oriented 'in-company' residential workshop programme, whose central theme is the optimisation of procurement or supply chain and intrinsic teambuilding. The objective is to raise the level of skill in the fields of procurement or SCM within your specific company environment to a subsequent growth phase.

The central focus of this 2-day workshop, organised at an inspiring external location and combined with a number of specific outdoor activities, is to improve knowledge, skills and attitudes in accordance with the planned challenges and company objectives, both individually and in cross-functional teams.

Solvint has lived up to  
its **fine reputation**

Q8

Workshop and training themes can be devised at the client's choice, in formulas of half a day to a multi-day programme. It is also possible to devise a training plan on an annual basis. The choice is yours!



# Sales Programme



### Summary and purpose of the training

Because of the increasing pressure on costs, more and more companies are investing in the professionalization of their procurement process. Because of this trend, suppliers are coming more frequently into contact with buyers and professional procurement processes. Suppliers are frequently unfamiliar with the principles and objectives of a professional procurement approach. And that often leads to needless tension between them both, with a consequently less than optimal procurement and sales result. Suppliers also feel the consequences and they can see that the 'old style' selling approach no longer works. In order to be better armed against the 'new style' of Procurement and Buyers and to achieve sales results, there is a great need to understand the procurement techniques of the professional buyers and learn how to deal with the new situation.



This course gives a full overview of the main aspects, techniques, tasks and objectives of procurement. The result of the course is an understanding of how suppliers can optimise results, relations, quality and their method of collaboration with buyers.

### Who should take this course?

This course is geared to all sales professionals and business development staff who come into contact directly or indirectly with buyers and procurement processes.

### What subjects are covered?

- What is procurement?
- What's in a name: can't see the wood for the trees?
- Procurement as 'Sleeping Beauty'? Why?
- What does procurement mean from a financial perspective?
- What is the task of procurement and the buyer?
- What can you expect from them?
- What is the role and responsibility of the internal client?
- What are the stages in a procurement process and who is responsible for what?
- How does a supplier selection process proceed?
- How do buyers determine the importance and impact of a procurement (category)?
- What is the consequence for the buyer and supplier?
- How do suppliers determine the importance and impact of customer relations?
- How do suppliers value and segment new and existing customers?
- What are the consequences for the buyer and supplier?
- What elementary procurement strategies are there?
- When is a particular procurement strategy applied?
- How do buyers negotiate?
- What typical tricks do buyers use?
- What what point will buyers settle?

# Our references

## **Chemicals, Heavy Industry & Textiles**

BASF /// Total /// Q8 /// Arcelor Mittal ///  
Chevron Phillips /// Cabot /// Lanxess /// StoraEnso ///  
Ajinomoto /// Kaneka

## **HR Services**

SD Worx /// USG People /// Randstad /// Manpower ///  
Tempo Team /// Start People /// Acerta

## **Retail**

Hema /// TVH /// Cebeo /// Scala /// Kipling ///  
Eriks + Baudoin

## **Construction & Installation**

Skanska /// Cegelec /// Spie /// Fabricom GTI ///  
Sarens /// Imtech /// BAM /// Heymans /// Egemin

## **Logistics**

FedEx /// TNT /// PSA /// Colfridis

## **Assembly & Electronics**

Atlas Copco /// Honeywell /// Samsung /// Bekaert ///  
Niko /// Daikin /// AScO /// Barco /// SABCA

## **Food & Beverages**

Coca Cola /// Unilever /// InBev /// Nestlé ///  
FrieslandCampina /// Barry Callebaut ///  
Vandemoortele /// Marine Harvest /// Guylian ///  
Ter Beke /// Duc d'O

## **Pharma**

Bayer /// Pfizer /// Baxter /// Sanofi /// Genzyme ///  
Docpharma

## **Telecom & Utilities**

Telenet /// Orange /// Engie /// EDF Luminus /// Essent ///  
Elia /// Eandis /// Pidpa /// AWW

## **Public & Care**

Rode Kruis /// VRT /// DePost /// UZA /// NMBS ///  
Eurocontrol

## **Banking & Insurances**

BNP Paribas Fortis /// AXA /// MasterCard ///  
Rabobank /// Aegon /// Achmea /// KBC

## **Other references**

Brady /// Sodexo /// Mazda /// Tenneco /// Unilin /// CARE

## Your contact persons



Manu Matthyssens is founder and managing partner of the Solvint Group. As program manager, he has been responsible for designing various result driven Procurement and Supply Chain re-engineering and development programs with multiple companies in various industries. Given his broad business experience Manu is a much solicited speaker and “business trainer” at seminars, in-company workshops and strategy exercises. Manu is also professor at Antwerp Management School. “Turning theory into ‘your practice’ with direct EBIT impact”.

### **Manu Matthyssens**

Managing Partner

+32 (0)498 16 20 40

manu.matthyssens@solvint.com



Dirk Spijkers is Managing Partner of Solvint Switzerland. He has a broad experience in leading global Procurement and Supply Chain transformation initiatives, coaching executives and training professionals. He is passionate about developing the strategic agenda and bringing Procurement and Supply Chain functions to the next level. He is focused on delivering tangible and sustainable impact at clients, through effective change management, organizational transformation and people development.

### **Dirk Spijkers**

Managing Partner

+41 (0)79 419 68 36

dirk.spijkers@solvint.com

[www.solvint-academy.com](http://www.solvint-academy.com)



## SOLVINT PROCUREMENT ACADEMY HEADQUARTERS

### SOLVINT BELGIUM

Italiëlei 60  
2000 Antwerpen  
T +32 (0)3 232 13 10

### SOLVINT THE NETHERLANDS

WTC - H-Toren  
Zuidplein 36  
1077 XV Amsterdam  
T +31 (0)20 799 78 71

### SOLVINT SWITZERLAND

Bleicherweg 10  
8002 Zürich  
Switzerland  
T +41 (0)44 562 03 30

### SOLVINT FRANCE

27 avenue de l'Opéra  
75001 Paris  
T +33 (0)1 70 38 53 52

[info@solvint.com](mailto:info@solvint.com)  
[www.solvint-academy.com](http://www.solvint-academy.com)  
[www.solvint.com](http://www.solvint.com)

