



MAIRODI MANDIRI SEJAHTERA

TRAINING, CONSULTING & ENGINEERING SERVICES

Alamat: Gedung Dapenpos Lt.2, Jl. PH.H. Mustofa No.35 , Bandung, Indonesia, 40124
Telp/Fax: +62-22-7215668, Homepage: www.mairodi-training.com

Silabus Training:

PROCUREMENT & PURCHASING MANAGEMENT

PENGANTAR:

Procurement/Purchasing management adalah proses pengadaan kebutuhan material, produk, & jasa pada korporasi/institusi, yang di dukung oleh sistem & prosedur Procurement/Purchasing yang terintegrasi, terstruktur, akuntabel, & transparan.

Dalam prakteknya seringkali timbul permasalahan, mulai dari perencanaan yang tidak terintegrasi, perubahan harga & ketersediaan pasokan, seleksi supplier/vendor yang bermasalah, miskomunikasi, hingga supplier/vendor yang wan prestasi terhadap order & kontrak.

MANFAAT PELATIHAN:

Setelah mengikuti training ini, peserta akan memiliki kemampuan untuk:

1. Memahami regulasi, administrasi, & prosedur Procurement/Purchasing
2. Memahami kriteria repeat order, project order, & keterkaitan antara planning & realisasi order
3. Memahami strategi & metode untuk analisa penawaran & pemberian order kepada supplier/vendor
4. Memahami critical point & key success factors dalam proses vendor management
5. Mengidentifikasi, menganalisa, mengantisipasi, & membuat solusi atas permasalahan yang terjadi

METODE PELATIHAN:

Class presentation, discussion, study analysis, & video presentation, dengan konsep:

- ❖ 20% teori berdasarkan literatur praktisi
- ❖ 40% analisa best practices & benchmarking antar industri
- ❖ 40% studi kasus nyata & diskusi brainstorming antara trainer dengan peserta

TARGET PESERTA:

Para Profesional di bidang:

1. Supply Chain/Logistik, Procurement/Purchasing, PPIC, Produksi, Komite Pembelian, Unit Layanan Pengadaan.
2. Finance, General Affairs, & Corporate Legal.
3. Project Manager, Compliance Unit, & Internal Auditor.
4. Head/Manager terkait proses Procurement/Purchasing
5. Yang ingin meningkatkan kompetensi di bidang ini



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CAKUPAN MATERI PELATIHAN:

HARI PERTAMA:

1. Procurement & Purchasing: Policies, Strategy, & Sector Based Implementation
2. Scopes of Buyer/Purchaser Responsibilities
3. Repeat Order & Project Order
4. Procurement Plan & Order Management
5. Discussion sharing & case study

HARI KEDUA:

1. Global Sourcing
2. Bidding Evaluation Methods
3. Negotiation & Procurement Contract
4. Order Decision Strategy
5. Case study & closing reviews

INSTRUCTOR : Deni Danasenjaya, SE, MM

VENUE : Kagum Group Hotel Bandung (Golden Flower, Banana Inn, Serela, Gino Feruci), Amaroossa Hotel, Noor Hotel, Grand Setiabudi Hotel, dll

TRAINING DURATION : 2 days

TRAINING TIME :

Januari 2024	Februari 2024	Maret 2024	April 2024
3 - 4 Januari 2024	5 - 6 Februari 2024	4 - 5 Maret 2024	1 - 2 April 2024
8 - 9 Januari 2024	12 - 13 Februari 2024	12 - 13 Maret 2024	22 - 23 April 2024
15 - 16 Januari 2024	19 - 20 Februari 2024	18 - 19 Maret 2024	29 - 30 April 2024
22 - 23 Januari 2024	26 - 27 Februari 2024	25 - 26 Maret 2024	
29 - 30 Januari 2024			
Mei 2024	Juni 2024	Juli 2024	Agustus 2024
6 - 7 Mei 2024	3 - 4 Juni 2024	1 - 2 Juli 2024	5 - 6 Agustus 2024
13 - 14 Mei 2024	10 - 11 Juni 2024	8 - 9 Juli 2024	12 - 13 Agustus 2024
20 - 21 Mei 2024	19 - 20 Juni 2024	15 - 16 Juli 2024	19 - 20 Agustus 2024
27 - 28 Mei 2024	24 - 25 Juni 2024	22 - 23 Juli 2024	26 - 27 Agustus 2024
		29 - 30 Juli 2024	



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September 2024	Oktober 2024	November 2024	Desember 2024
2 - 3 September 2024	1 - 2 Oktober 2024	4 - 5 November 2024	2 - 3 Desember 2024
9 - 10 September 2024	7 - 8 Oktober 2024	11 - 12 November 2024	9 - 10 Desember 2024
16 - 17 September 2024	14 - 15 Oktober 2024	18 - 19 November 2024	16 - 17 Desember 2024
23 - 24 September 2024	21 - 22 Oktober 2024	25 - 26 November 2024	23 - 24 Desember 2024
	28 - 29 Oktober 2024		30 - 31 Desember 2024

INVESTMENT PRICE/PERSON :

1. Rp. 4.500.000/person (full fare) or
2. Rp. 4.250.000/person (early bird, payment 1 week before training) or
3. Rp. 3.950.000/person (if there are 3 persons or more from the same company)

FACILITIES FOR PARTICIPANTS :

1. Training Module
2. Flashdisk contain training material
3. Certificate
4. NoteBook and Ballpoint
5. T-Shirt
6. Backpack
7. Training Foto
8. Training room with full ac facilities and multimedia
9. Lunch and twice coffee break everyday of training
10. Qualified Instructor

TRAINING INSTRUCTOR

Deni Danasenjaya,SE.,MM is alumni from university of Indonesia(UI) (majoring in Banking) and Mahardhika economics school(majoring in management science) for his bachelor program and he studied at Bogor Institute of Agriculture (IPB) (majoring in agro business management) for his master program. To improve his competencies, he has followed many courses, such as : Manajemen Logistik Farmasi, Lean Manufacturing and Value Stream Mapping, Serial of Supply Chain Management Course, Serial of Export-Import Course, Managing Supplier Performance, Next Level Purchasing, Warehouse Management, Stock Exchange Integrated Training, Export-Import Management, Fixed Income Dealer, International Trade Finance, Deutsche Bank, Exim Course, Retail Banking System, Banking Operational System. Mr. Deni Danasenjaya is active instructor teaching training classes for topics such



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as Procurement Management, Supplier Relationship Management, Procurement Negotiation & Contracting Strategy, Procurement & Production Planning, e-Procurement, Warehouse Management, Vehicle and Land Transportation Management, Asset Management, Supply Chain Management, Supply Chain Management Fundamental, Procurement Management, Supply Chain Improvement, Procurement Negotiation, Export-Import & Customs Review. Mr. Deni Danasenjaya has many real working experiences, because he himself has been working in some companies or institutions such as PT. MetaSistem Solusi, Islamic Relief Indonesia, PT.Citra Transport Logistic, PT. Inter-Pacific Bank Tbk., PT. Bank Niaga Tbk.