



# Blaze Avenue

Empowering Business Ideas



## COST REDUCTION IN PROCUREMENT

### 2 DAYS

### WORKSHOP

PROTEA HOTEL BY MARRIOTT DAR ES SALAAM

19th - 20th March 2018

**TANIA ROBERTS**

⦿ COURSE INSTRUCTOR ⦿

**In House Training Solutions :**

We provide training and development programs tailored to the needs of your organization. We pay attention to the course contents as well as enhanced delivery methods to ensure that your employees learning are transferred to the workplace.



## COURSE OBJECTIVE

By the end of this training course, participants will be able to:

- Understand the actual requirements of why a service or product is being procured
- Understand the rationale required for a cost reduction strategy
- Understand the need for change to more strategic and innovative approaches
- Implement strategies to work with the supply chain to reduce costs in a pragmatic way
- Learn how to negotiate and develop a win-win situation
- Conduct spend analysis on all categories
- Implement long term saving initiatives

## COURSE INSTRUCTOR

### Tania Roberts



**Tania has been building and auditing models since 2012. She has worked with models in a variety of industries and sectors.**

Tania is currently a director of Etni Business Consulting (Pty) Ltd and an Associate of Goalfix (Pty) Ltd, a financial management consultancy, which operates specifically in the arena of building complex financial models using Excel, and presenting financial modelling training courses.

Its services include all aspects of corporate finance, and corporate performance improvement, and corporate financial health assessments.

Tania has built several models using Excel as the modelling platform for various projects and new business ventures.

Tania has taught and mentored entrepreneurs and presented training in various aspects of small business management as well as project cost control and management.

She lectures for Goalfix (Pty) Ltd in the following courses:

- Financial Modelling Fundamentals
- Project Financial Modelling Masterclass
- Real Estate Financial Modelling (a course developed with Prof. Francois Viruly of Wits University)
- Mining Financial Modelling
- Budget Modelling Techniques

Tania is in the process of developing the following two courses as online courses:

- Specialised Excel for successful Financial Modelling
- Basic Finance for successful Financial Modelling (Understanding Corporate Performance)

Her experience in both the financial and project sectors gives her a valuable insight into the integration of the two.

Tania has experience in the following industries:

Agriculture  
Construction  
Education  
Logistics  
Mining  
Production  
Rail  
Restaurants  
Retail