

Training:

MASTERING CRISES WITH CONFIDENCE

REDUCE COSTS, MINIMIZE RISK & SECURE PROFITS



Zoltan Sakal & Jan-Henner Theissen

Turn challenges into competitive advantages and master you supply chain risks with our training!

Procurement secures the most important triad of overall business success, especially in times of crisis: profitability - liquidity - resilience. **We enable you to do this!**

What you will learn

Economic challenges are increasing – yet armed with the right know-how, your teams can secure the profit contribution and systematically avoid cost and delivery risks. In our practical training, you will acquire the tools to better understand costs, identify savings potential and implement sustainable measures.

- ✓ Empower your organization & people
- ✓ Protect value. Improve cash-flow
- ✓ Avoid cost & supply risks



Reduce costs and complexity

Benefit from bundling and economies of scale for tangible savings.



Minimize risks & stabilize supply chains

Protect yourself against market and supply chain risks.



Negotiate successfully – even in a crisis

Implement the things that matter and create sustainable value contribution



Strategy meets implementation

Setting the rules, combining skills and operating as one integrated unit.

Geopolitical tensions, economic downturns, fragile supply chains, and extreme price volatility are putting significant pressure on organizations today. Trade conflicts, supply shortages, and dependencies on raw materials are fundamentally reshaping the landscape, impacting both cost structures and supply security. Our training prepares your team to succeed in this environment: understand and optimize costs, identify risks early, stabilize supply chains, and negotiate with confidence.

WHAT YOU'LL LEARN

Potential Agenda

COST ANALYTICS & COST (DOWN) MANAGEMENT

Objectives

- Influence cost structures and key cost drivers
- Understand market pricing and value creation processes
- Identify cost-saving opportunities and apply value levers effectively
- Build a holistic cost perspective (TCO, controllable costs)
- Sharpen your cost awareness through hands-on exercises

The Strategic Impact of Procurement & Cost Management

- How procurement drives bottom-line performance
- Ways procurement can optimize costs—and how cost management and analysis support it
- Types of costs and how to actively influence them

Costs Across the Product Lifecycle

- Identify cost reduction opportunities in the product lifecycle
- Understand how change costs evolve over time

Applying Cost Analysis in the Procurement Process

- Integrate cost analysis into sourcing: RFQ, negotiation, and strategy
- Use transparent cost structures to support decision-making
- Align market prices with true value creation
- Identify risks through cost analysis insights
- Prepare and lead fact-based price negotiations with confidence

Cost Analysis Methods & Approaches

- Identify relevant components and assemblies
- Plan, prepare, and execute cost structure analyses
- Build and apply Cost Breakdowns (CBDs)
- Compare supplier quotes based on CBDs
- Use the “Cost Walk” as a decision-making and documentation tool
- Apply Top-Down vs. Bottom-Up analysis effectively
- Optional: Linear Price Progression (LPP)

Practical Tools & Digital Solutions

- Leverage Excel for cost analysis
- Explore current digital tools and software solutions

Hands-On Exercises

- Perform detailed quote comparisons and derive actionable insights
- Conduct a product cost structure analysis to uncover savings potential
- Understand Total Cost of Ownership (TCO) and its impact on value creation

Engaging and Motivating Suppliers

- Collaborate effectively with suppliers—practical tips & techniques
- Implement Open Book approaches with suppliers

By Practitioners, for Practitioners: Hands-on, highly practical training with methods you can apply immediately.

WHAT YOU'LL LEARN

Potential Agenda

STABILIZE SUPPLY CHAINS & SUPPLIERS, MINIMIZE DELIVERY RISKS

Objectives

- Build risk awareness and take ownership
- Identify supply chain risks, interpret early warning signals, and validate information
- Understand and apply prevention and mitigation measures
- Analyze risks across categories and suppliers and take targeted action
- Minimize risks and create more predictable outcomes

Why Risk Management Matters to Everyone

- Challenges of today's complex, global supply chains
- Navigating risk in a volatile, uncertain, non-linear, and complex world
- Emerging risks: cyber threats, climate impact, decarbonization, supply chain regulations, etc.
- Interactive group exercise

How to Manage Risk - And How Not To

- Define a clear and effective risk management approach
- Understand your role and how you contribute
- Interactive group exercise

Where We Stand Today and How to Improve Fast

- Assess and understand your current risk management approach
- Learn from past incidents and strengthen your processes
- Interactive group exercise

Establishing Effective Risk Management Practices

- From risk culture to actionable mitigation plans
- The importance of risk culture and cross-functional collaboration
- Define your risk universe (interactive exercise)
- Procurement's lines of defense
- Governance structures for effective risk management
- Clarify roles and responsibilities
- Implement measures to prevent and reduce risks

Leveraging Digital Technology for SCRM

- Overview of tools, platforms, and solution providers
- How to apply digital solutions in your daily work
- Using tools like ChatGPT as a source of insights and decision support

Focus Area: Proactive Risk Management in Category & Supplier Management

- My contribution: My role as a procurement leader, buyer, or category manager
- Strengthen category management with risk and market analysis (e.g., PESTLE, Porter's Five Forces)
- Enhance supplier management with structured risk assessments and response strategies
- Evaluate and prioritize risks effectively
- Use Incoterms strategically to manage and reduce risk exposure
- Collaborate with internal stakeholders and activate contingency plans

Interactive group exercise

Think Ahead: Preparing for What's Next

- Sustainability: requirements, risks, and business impact
- Connect sustainability, regulatory requirements, and risk management, avoid duplication
- Supply chain integrity: defining the steps your organization needs to take

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MEET YOUR EXPERTS

Zoltan Sakal



Zoltan Sakal brings over 30 years of international experience as a project engineer, manufacturing leader, and cost & value analyst across multiple industries. Trained as both an engineer and toolmaker, he offers deep expertise in product development, industrialization, and manufacturing optimization.

He has led and delivered numerous transformation initiatives, consistently improving product costs, processes, and overall competitiveness. Zoltan is a globally recognized expert in cost-down, design-to-cost, and value engineering programs, with a proven track record across automotive, mechanical engineering, agricultural machinery, medical technology, and beyond. Zoltan has successfully supported organizations in building cost analysis and value engineering functions, developing people, establishing processes, and embedding lasting capabilities.

Jan brings 30 years of experience in procurement and cost optimization, along with more than 15 years in senior leadership roles across global organizations. He has vast expertise in optimizing sourcing strategies and cost structures to deliver measurable business impact. Jan built a procurement cost analysis function from the ground up at AGCO, leading a team of 20 cost professionals. In the automotive sector, he established similar capabilities at Benteler, where he scaled cost engineering and procurement cost analysis into a 200-person cross-functional cost engineering organization.

Jan led 10+ restructuring and procurement transformation initiatives, and he is an award-winning expert in supply chain risk management, having successfully built and implemented over 15 end-to-end supply chain risk management organizations.

Jan-Henner Theissen



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