

18TH -21ST MARCH 2024

NAIROBI, KENYA



Certificate in GREEN PROCUREMENT PRACTICES (CGPP™)



YOUR COURSE GWJI



Patrick S. Woods

KEY
TOPICS

Introduction to Green Procurement Principles
Environmental Costs and Benefits
Establish GPIs-Approach
Understanding both ISO14000 and ISO20400
Determine The Green Focus Areas.



www.gwijiafrica.com



jgachuri@gwijiafrica.com



+254 786 157 892
+254 725 375 313



MEET YOUR TRAINER

Patrick S. Woods

For the past 30 years, Patrick S. Woods has had the phenomenal opportunity to work and train with over 300 companies in the U.S., Saudi Arabia, Asia, Netherlands, Middle East, Africa (Uganda, Ghana, Nigeria and South Africa), India, Central America, Former Soviet Union and Latin America in various facets of SCM, including training, certifications and consulting solutions.

Patrick has a wealth of experience in materials management and supply chain consulting solutions for high volume, fast paced organizations such as Emerson Electric, EDS, Clark Equipment, Intergraph, Perot Systems and NEC.

He was also an adjunct professor at the University of North Texas specializing in logistics, transportation and marketing.

He now offers various SCM trainings in collaboration with Missouri State University, USA.

Certifications and publications:

Patrick has the following credentials:

CPIM- Certified in Production & Inventory Management (through ASCM)

CPSM – Certified Professional Supply Manager (through ISM)

CPSD – Certified in Supplier Diversity (through ISM)

C.P.M. – Certified Purchasing Manager (through ISM)



www.gwijafrica.com



jgachuri@gwijafrica.com



+254 786 157 892

+254 725 375 313

COURSE INTRODUCTION

Procurement is a powerful instrument for organizations wishing to behave in a responsible way and contribute to sustainable development and to the achievement of the United Nations Sustainable Development Goals.” – These words are quoted from the ISO International Standard 20400 which compliments ISO 14000 and specifically addresses Sustainable Procurement.

What an exciting time to work as a procurement professional! Especially with the importances as noted above and the upcoming COP 28 Conference in November-December of 2023. This course is especially designed for you: the Procurement, Purchasing and/or Supply Management Professional. As our title: Certificate in Green Procurement Practices: CGPP™ implies, the focus color today is: GREEN!

Please keep in mind that companies are changing how they manage their Supply Chains.

Rigid, arms-length relationships are giving way to alliances with both suppliers and customers. Companies of all sizes are further enhancing these fundamental Supply Chain changes by considering the environmental impact and related bottom line effects of their decisions and actions. The aim of this course is to provide practical guidance in Greening your Supply Chain based on what is being done in Fortune 100 companies, recognized world-wide for their environmental initiatives and financial savings. This hands on course is a blend of best practices, case studies, tools and methods based on those utilized by the companies above to allow for a doable, straight-forward-Green Supply Chain with a specific focus on Procurement. The course consists of eleven key modules which include presentations, demonstrations, discussions and exercises.



WHO SHOULD ATTEND



This highly practical and interactive course has been specifically designed for: CEO's/COO's, Chief Procurement Officers, Heads, Directors, Managers, Senior Managers Team Leaders from the following departments: Procurement (Direct and Indirect), Category Management, Sourcing, Purchasing, Supply Chain, Commodity, Production, Marketing & Operations, Materials Management, Inventory/warehouse, Contract, Logistics



www.gwijafrica.com



jgachuri@gwijafrica.com

TRAINING METHODOLOGY

GWIJ AFRICA employ best practice interactive training techniques.

All of our Trainers are highly experienced practitioners who have operated successfully in the field and are with GWIJ AFRICA by reputation and invitation only. We have no 'beginners'. All of our Trainers have themselves been trained in GWIJ AFRICA techniques and our style is common throughout our entire portfolio of courses.

The GWIJ AFRICA technique involves classroom lecturing, highly intensive case study / role-playing sessions,

classroom interaction and feedback, one to one coaching from the Trainer, and a final examination.

GWIJ AFRICA have found this to be one of the most effective training methodologies to date and many large multinationals and training companies have also taken up this approach.

Certification

CGPP™ is certified by the Missouri State University International Leadership and Training Center (ILTC) who provide customized, non-credit training and vocational programs for international students and professionals.

CGPP™ has been analyzed by Missouri State University ILTC and it had the proper content and quality to get the university's quality seal, that means that you're going to get a top of the line course.

Learning outcomes

- **Understand both the benefits of a Green Supply Chain with a focus on Procurement and the costs of lacking a focus**
- **Deploy a four-step process to decision making**
- **Engage a ten-step approach to Green Procurement**
- **Identify Green focus areas then implement key strategies and practices**
- **Understand both ISO14000 and ISO20400 and how they compliment Green**
- **Take this program from concept to reality – conclude with a doable Procurement action plan**

Benefits of attending

- **Be equipped with the knowledge and skills to implement sustainable Procurement practices that align with ISO20400 standards.**
- **Learn how to assess supply chain sustainability**
- **Develop and implement Green Procurement Strategies**
- **Measure and report on sustainability performances**
- **Implement best practices and emerging trends in Green Procurement Initiatives**



@jgachuri@gwijafrica.com

www.gwijafrica.com



COURSE OUTLINE

DAY ONE



MODULE 1: INTRODUCTION TO GREEN PROCUREMENT PRINCIPLES

- TRANSITION FROM TACTICAL PURCHASING TO BEST-IN-CLASS SUPPLY MANAGEMENT
- DETERMINE SIGNIFICANT OPPORTUNITIES FROM IMPROVING MATERIAL FLOW AND USE
- DEFINE ENVIRONMENTAL PRACTICES THAT LEAD TO MAJOR SAVINGS
- REVIEW INNOVATIONS IN PURCHASING, MATERIALS HANDLING, STORAGE, MATERIALS RECOVERY, DISPOSITION AND PRODUCT TAKE-BACKS
- ANALYZE THE KEY PRACTICES OF SUCCESSFUL GPP COMPANIES

MODULE 2: ENVIRONMENTAL COSTS AND BENEFITS

- NOTE WHY ENVIRONMENTAL COSTS ARE OVERLOOKED BY TRADITIONAL MODELS
- COMPARE AND CONTRAST MISALLOCATING ENVIRONMENTAL COSTS VERSUS IMPROVING THE ALLOCATIONS
- DEFINE THE KEY COST CATEGORIES OF: CONVENTIONAL, POTENTIALLY HIDDEN, CONTINGENT, RELATIONSHIP AND EXTERNAL AS WELL AS UNDERSTAND HOW TO IMPROVE THEM

MODULE 3: DECISION-MAKING FRAMEWORK

- UNDERSTAND AND IMPLEMENT A FOUR-STEP APPROACH TO DECISION MAKING
 - STEP 1: IDENTIFY COSTS
 - STEP 2: DETERMINE OPPORTUNITIES
 - STEP 3: CALCULATE BENEFITS
 - STEP 4: IMPLEMENT/MONITOR
- PRACTICAL EXERCISE: IN VARIOUS GROUPS, REVIEW CASE STUDIES ON KEY CORPORATIONS THAT ARE FOLLOWING THESE STEPS





COURSE OUTLINE

DAY TWO



MODULE 4: STAKEHOLDER ENGAGEMENT

- STRATEGIES FOR ENGAGING STAKEHOLDERS IN GREEN PURCHASING INITIATIVES
- BUILDING PARTNERSHIPS WITH SUPPLIERS
- EDUCATING AND INVOLVING EMPLOYEES
- COMMUNICATING WITH CUSTOMERS AND THE PUBLIC
-

MODULE 5: ESTABLISH GPIS-APPROACH

- UNDERSTAND AND IMPLEMENT A TEN-STEP APPROACH TO GREEN PROCUREMENT
- COMMIT TO BEING GREEN
- IDENTIFY/CATEGORIZE NEEDS
- DEVELOP SPECIFICATIONS AND STANDARDS
- ESTABLISH SELECTION CRITERIA
- FOCUS ON GREEN PRODUCTS AND/OR SERVICES
- USE LIFE-CYCLE COSTING
- INCLUDE PERFORMANCE CLAUSES IN CONTRACTS
- COMMUNICATE/INFORM
- USE TECHNOLOGY
- MAKE IT EASY

MODULE 6: ESTABLISH GPIS-CONTRACT MANAGEMENT

- INTEGRATE SUSTAINABILITY INTO PROCUREMENT CONTRACTS
- IMPLEMENT SUSTAINABLE PROCUREMENT PRACTICES
- MANAGE SUPPLIER PERFORMANCE AND CONDUCTING AUDITS
- MEASURE AND REPORT ON SUSTAINABILITY PERFORMANCE
- PRACTICAL EXERCISE: DEVELOP CONTRACT LANGUAGE WITH KEY SUPPLIERS RELATED TO GPI



www.gwijiafrica.com



jgachuri@gwijiafrica.com

COURSE OUTLINE

DAY THREE

MODULE 7: DETERMINE THE GREEN FOCUS AREAS



MANUFACTURING

BIO-WASTE

CONSTRUCTION

PACKAGING

INFORMATION TECHNOLOGY

OFFICE SUPPLIES

TRANSPORTATION

FOOD

ENERGY

PRACTICAL EXERCISE: DETERMINE AS GROUPS, IF THESE AREAS ARE FEASIBLE FOR THE PARTICIPANTS AND THEIR COMPANIES AND/OR LOOK AT ADDITIONAL AREAS RELATED TO PROCUREMENT

DEVELOP GREEN STRATEGIES

RISK-BASED

INNOVATION-BASED

CLOSED-LOOP BASED

REVIEW THE PROFILE COMPANY – COMMONWEALTH EDISON

WHAT PRACTICES THEY USED

WHAT THEIR STRATEGIES WERE

HOW MUCH THEY SAVED

PRACTICAL EXERCISE: IN VARIOUS GROUPS, ANALYZE CASE STUDIES -

REDUCING SUPPLY CHAIN CARBON EMISSIONS

BUILDING A GREEN SUPPLY CHAIN FOR FUN AND PROFIT

ADDRESSING SUSTAINABILITY ISSUES

EVALUATE THE BENEFITS OF ENVIRONMENTALLY FRIENDLY PACKAGING

DEVELOP A BUSINESS CASE FOR CORPORATE STRATEGIES IN PROCUREMENT

MODULE 8: UNDERSTANDING BOTH ISO14000 AND ISO20400

WHAT DO THEY HAVE IN COMMON?

HOW DO THEY DIFFER?

DETAIL WHAT IS REQUIRED TO BECOME CERTIFIED

FORMALIZE POLICIES AND PROCEDURES

CONTINUE WITH CONTINUOUS IMPROVEMENTS AND RECERTIFICATIONS

DRIVE ISO 14000/ISO20400 WITH YOUR SUPPLY BASE

MODULE 9: WHAT IS COP28 AND HOW DOES IT AFFECT YOU?

OPEN DISCUSSION





COURSE OUTLINE

DAY FOUR



MODULE 10: REACHING POSITIVE CONCLUSIONS

- UNDERSTAND THE FOUR STEP PROCESS
- PROACTIVE MANAGEMENT OF SUPPLIERS
- ADOPTION OF ECO-EFFICIENT MANUFACTURING
- ATTENTION TO CUSTOMER SATISFACTION
- DETERMINE END-OF-LIFE PRODUCT ISSUES

MODULE 11: BUILD THE ACTION PLAN

- PRACTICAL EXERCISE: DETERMINE IN A GROUP SETTINGS, YOUR PROCUREMENT ACTION PLANS BASED WHAT HAS BEEN DISCUSSED IN THIS COURSE TO “HIT THE GROUND RUNNING” THE VERY NEXT WEEK
- WRAP UP

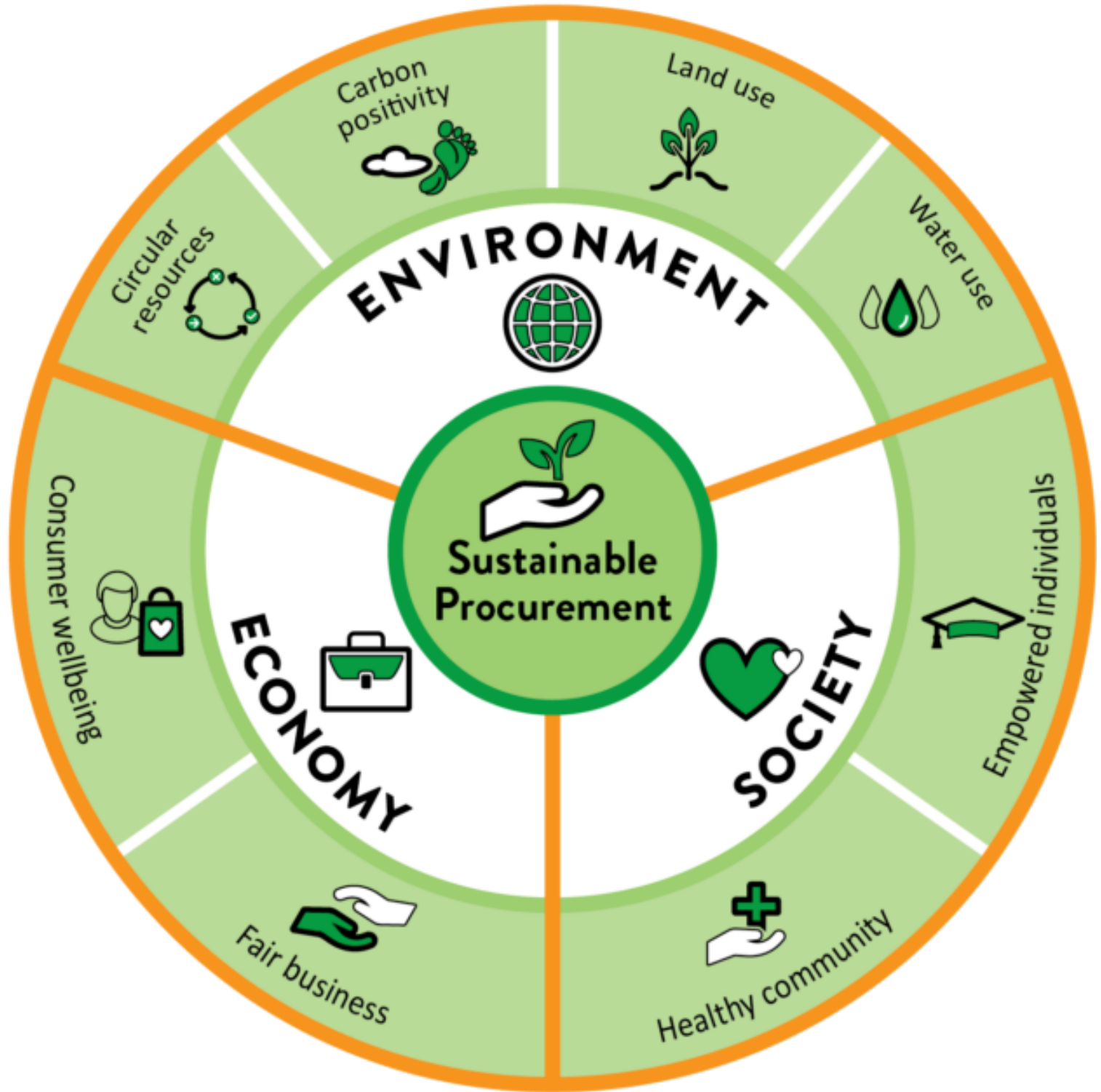
COURSE ASSESSMENT (OFFLINE)



www.gwiji africa.com



jgachuri@gwiji africa.com



This course is available as a public and in-house and is delivered as a Face-to-face class or LVT- Live Virtual Training.



\$ 2,450 PER DELEGATE



www.gwijafrica.com

@ jgachuri@gwijafrica.com

+254 786 157 892
+254 725 375 313