

Elix-IRR offers training in Strategic sourcing and Outsourcing

Elix-IRR advisors, in conjunction with partners, Pillsbury, the law firm, have developed the first training programme for organisations that are undertaking, or about to undertake a sourcing programme. This award-winning training programme has something for everyone – from in-depth and ongoing training of entire sourcing teams through to one-to-one mentoring for specific individuals. The course offerings are outlined below:

Sourcing Training Services:

Elix-IRR understands that your team need the knowledge and skills to design, build and operate successful sourcing relationships that also work for you. Better Sourcing is a highly effective training service that levels the playing field with unique insight from the sourcing trenches, so you too can achieve better results. We offer a number of different training services designed specifically to cater for varying levels of engagement – from in-depth and intensive to half day modules.

Clients have told us they need their internal resources to be able to design, develop and manage outsourced services in order to maximise the value received from outsourcing. Our training service shares our knowledge and experience with your team to empower them to produce better outcomes for you. Let us share what we know and empower your team.

Advanced Sourcing – 3-day in-depth intensive

We've seen the good, bad and ugly of outsourcing and we're prepared to share our deep knowledge with your team. Knowledge that has been accumulated over decades of sourcing experience in numerous clients and industries – our team have designed and delivered over £20bn of sourcing programmes.

Since the C-suite now expects outsourcing to be a tool at their disposal, internal resources (IT, procurement, supplier management, finance and legal) must be capable of designing, building and operating successful outsourcing relationships.

In response to this expectation, Elix-IRR have developed a comprehensive training service to provide your resources with the critical knowledge and insight they need.

The training is designed to help internal resources move up the relevant real-world maturity curves. A maturity that can only come from trainers like ours that also continue to advise on major strategic and transactional sourcing engagements.

The training is comprehensive and modular, so we can help you design the right sessions in one-, two- or three-day increments. To keep expenses low, the training can be held at your location. As it is priced based on time, not participant count, you can have as many people attend that can fit into the room – driving down the per participant cost. If it's more convenient, Elix-IRR can host your training in many of our 14 office locations around the world.

Our training is neither a simplistic check-list of best practices nor a PhD dissertation on outsourcing. Rather, it is a practical yet comprehensive discussion of the main sourcing processes and their issues, including deep dives on critical topics in the areas of strategy, transaction, management, contracting, negotiations, etc.

Your team will not just be trained in what to do, but the “why” behind it. And while we will share both our experience and thoughts on how it's done best, we will also discuss other views, methods and tools.

Point Training – ½ day subject matter module

Because the training is modular, we can help you in specific areas where a knowledge update or strengthening might be just the thing to help your team. You are free to pick and choose from the complete module set we offer as part of the more in-depth advanced training programme above. A selection of modules includes:

- Strategy
 - Delivery Strategy
 - Sourcing Strategy
- Transaction
 - Process Overview
 - Deep-dives
- Contract Provisions
- Operations
 - The External Solution
 - The Internal Solution
 - Supplier Management

As with the advanced training, this can be held in our offices or onsite at your location.

One-to-one mentoring

Our training suite also includes a mentoring programme. Made-to-measure personal help to one or more individuals who may benefit from 'battle-hardened' experts shadowing them and offering guidance and suggestions as well as providing a sounding board that often makes the difference between average decisions and excellent ones.

About Elix-IRR

Elix-IRR is a dynamic strategic sourcing advisory designed to help C-level executives successfully manage sourcing challenges on any scale. Elix-IRR has a team of experienced and very talented executives with a wealth of relationships and resources to manage any sourcing challenge, including proprietary software for project, bid and compliance management.