



Saves Your Energy

Ostujuhtimise Aastakonverents 2014

We build sustainable energy infrastructures



Ostu- ja tarneahelajuhi areng ei tunnista piire

Kerttily Golubeva
Ensto Operations, Group Sourcing, Hankejuht

Ensto sustainable solutions



Ensto Overhead Lines



Ensto Underground Networks



Ensto Power Quality



Ensto Network Automation



Ensto Enclosing Systems



Ensto Industrial Components



Ensto ATEX Solutions



Ensto Hybrid House



Ensto EV Charging



Ensto Workpoint Solutions

Ensto Oy

- Ensto is a family business and an international Cleantech company founded by Ensio Miettinen in 1958
- Locally presented in 20 counties with personnel 1600
- Our factories in seven countries specialize on selected key technologies
 - Polymer injection molding and extrusion
 - CNC milling, turning, sheet metal, welding and surface treatment
 - Automated volume assembly
 - Flexible manual assembly
- 2013 Ensto Oy turnover 260 M€

Ensto Ensek:

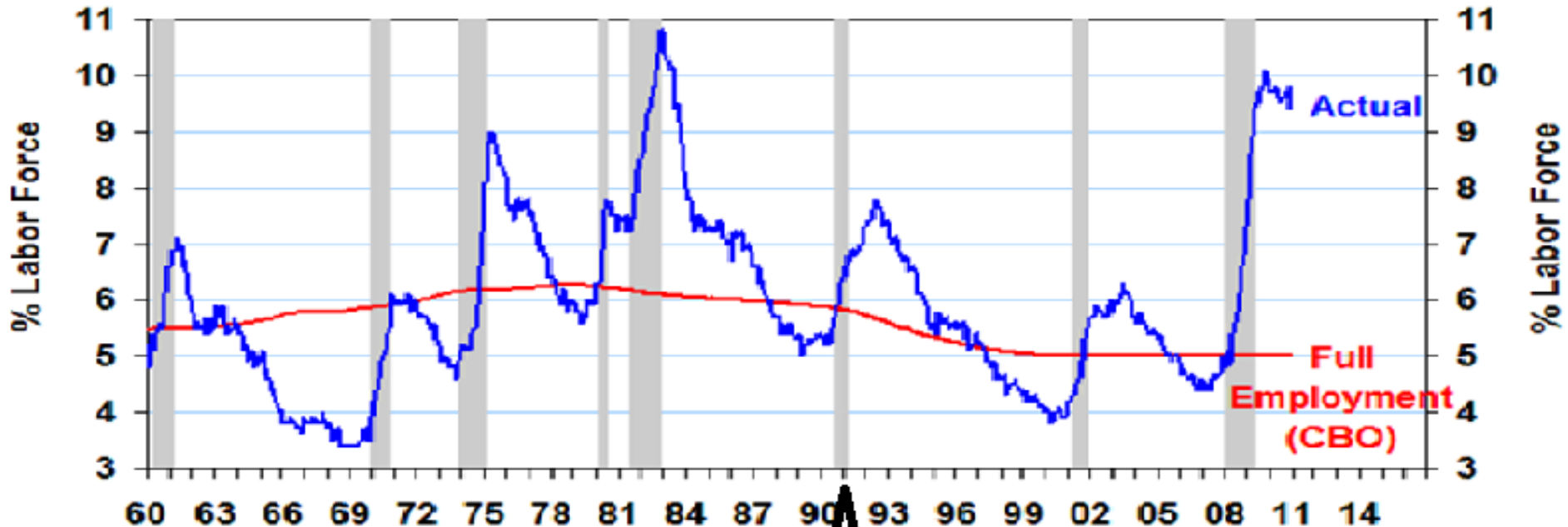
- Tallinn (1) (9800 m²) - plast survevalu (*Injection molding*)
- Keila (2) (15850 m²) - koostamine ja metallitööd (*Assembly and Metal*)
- Personal > 400 töötajat
- 2013 käive 69 M€

Teemade fookus:

- ❖ Eesti ostu-hanke- ja tarneaahelajuhtide võimalused maailma arengus ja majandusruumis
- ❖ Erialaste rollide jaotus ja perspektiivid Eestis võrreldes Inglismaaga
- ❖ Erialase täiendõppe võimalus väljaspool Eestit

Eesti ostu- hanke- ja tarneahelajuhtide võimalused maailma arengus

Chart 1: The Unemployment Rate

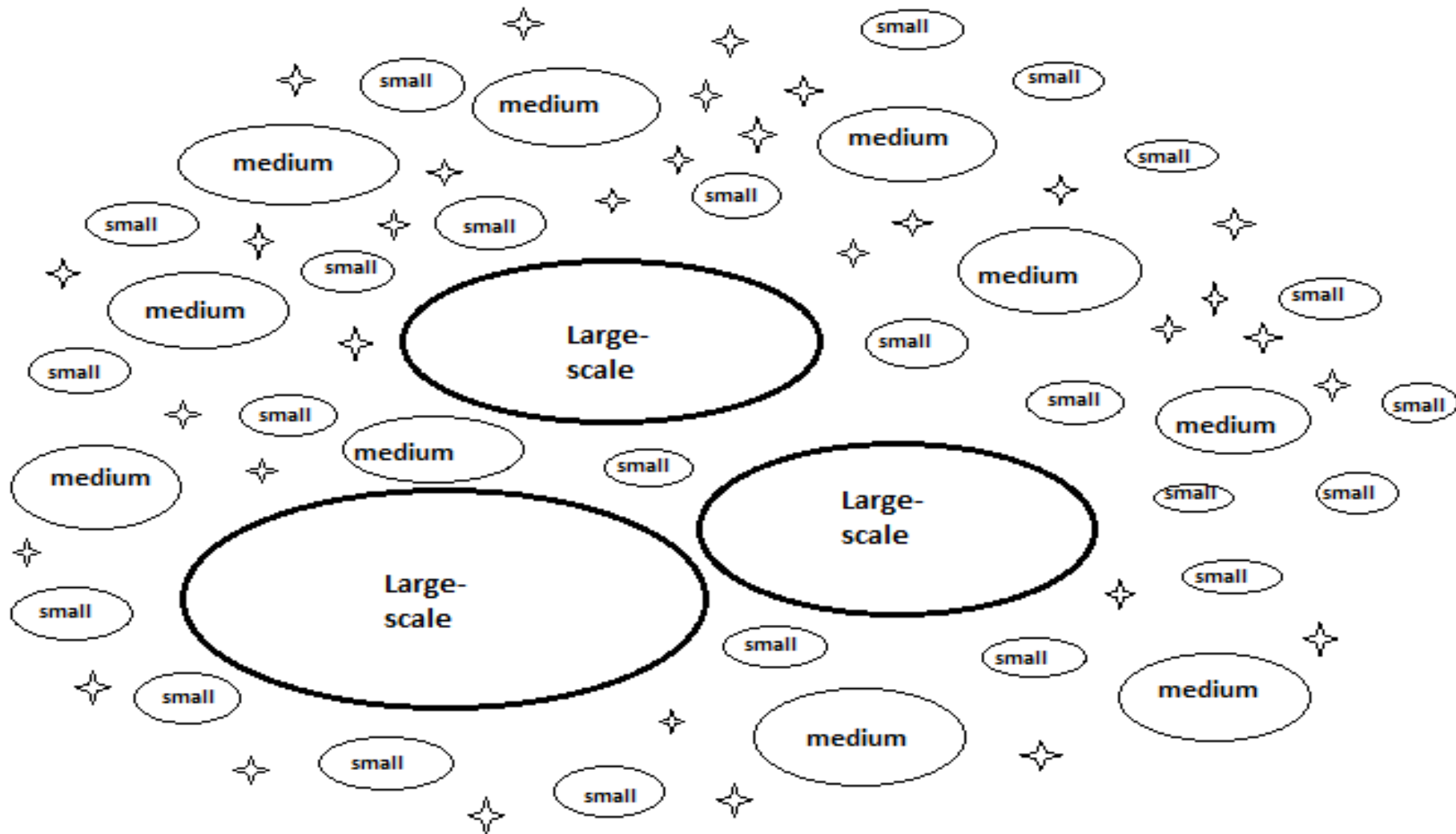


Shaded Area = Recession.

EconomicSnapshots.com
Jan 16, 2011

Eesti taasiseseisvumine

Eesti ostu- hanke- ja tarneahelajuhtide võimalused majandusruumis



Erialaste rollida jaotus Eestis võrreldes Inglismaaga

Eesti	Inglismaa
Ostuassistent	Assistant buyer
Ostja, Ostuspetsialist	Buyer, Senior buyer, Strategic buyer
Ostujuht	Purchasing manager
Ostu- ja hankedirektor	Head (or Director) of Procurement
Kategooria juht	Category Manager
	Category buyer
Hankejuht	Senior Procurement manager
	Procurement manager
	Procurement officer
	Procurement Analyst or Reasearch Manager
Tarneaehela juht	Supply chain manager
	Supplier relationship manager
	Contract Manager
	E-procurement manager



Erialaste rollide peamised arenguvõimalused

Role	Responsibilities
Procurement Analyst(s) or Research Manager(s)	Investigating the supply market, gathering data and organising it into information that can be used by other members of the procurement and supply chain team. This is essentially a support role for the procurement function as a whole.
Supplier Relationship Manager(s)	Supplier performance monitoring and evaluation (eg operating 'balanced scorecards' measures or vendor ratings): Follow-up of collaboration continuous improvement agreements; supplier development programmes; relationship management and dispute resolution; and so on.
Contract Manager(s)	Contract and supplier management of large, complex contracts: monitoring supplier performance, expediting payments, checking and approving contract variations - ensuring that both parties fulfil their obligations under a particular contract.
E-procurement Manager(s)	Managing and developing all E-Procurement technology and Source to Pay systems within the Supply Chain Development Hub and across the company; developing and implementing the use of E-procurement technology and systems within the supply chain (e-tendering, e-auction, e-award, e-contract register)

Erialase täiendõppe võimalus väljaspool Eestit

Mis on CIPS?

CIPS exists to promote and develop high standards of professional skill, ability and integrity among all those engaged in purchasing and supply chain management. CIPS assists individuals, organisations and the profession as a whole



CIPS õppevorm (individuaal õpe)

1. Part time or full time study

2. Modular, Blended or Distance learning

3. Self-study

e- learning

CIPS Learning Academy



CIPS kvalifikatsioon

Sertifikaadid (tasemed)

Professional	diploma in procurement and supply
Advanced	diploma in procurement and supply Diploma in procurement and supply
Advanced	certificate in procurement and supply operations Certificate in procurement and supply operations

Hindamine:

- Professional & Advanced diploma:
 - 6 x 3H kirjalikku eksamit, millest 1 on avatud materjalidega "case study"
- Diploma:
 - 5 x 3H kirjalikku eksamit
- Advanced & Certificate:
 - 5 x 2H kirjalikku eksamit valikvastustega



Diploma in procurement and supply

- (D1) Contexts of procurement and supply

Categories of Procurement, Adding Value in Procurement and Supply, Procurement and Supply Chain Management, Stakeholders of a Procurement or Supply Chain Functions, The Procurement Process, E-procurement, The Organisational Context, The Procurement Function in the Organisation, ICT Systems, The Sector and Industry Context, Procurement in the Public Sector, Procurement in the Private and Third Sectors

- (D2) Business needs in procurement and supply

Business Needs and Procurement Decisions, Estimating Costs and Prices, Operating Finance Budgets, Specifying Requirements, Developing Effective Specifications, Defining Key Performance Indicators, Understanding Contract Terms, Assessing Pricing Arrangements, Outsourcing, Planning Outsourced Procurement

- (D3) Sourcing in procurement and supply

Sourcing Strategy, Selection and Award Criteria's, Supply Chain Perspectives, Financial Appraisal of Suppliers, Ratio Analysis, Surveying the Supply Market, Quotations and Tenders, E-sourcing Tools, Sourcing in the Third and Private Sectors, Public Sector Sourcing, International Sourcing, Risks and Opportunities in International Sourcing

- (D4) Negotiating and contracting in procurement and supply

Developing Commercial Agreements, Legal Issues in Creating Commercial Agreements, Contractual Agreements for Supply, The Role of Negotiation in Procurement and Supply, Negotiation Outcomes and Approaches, Cost and Price Analysis, Economic Factors, Objectives and Variables, Resourcing the Process, Stages of Negotiation, Influencing and Persuasion, Communication Skills for Negotiation, Development Negotiation Performance

- (D5) Managing contracts and relationships in procurement and supply

Commercial Relationships, Planning the Relationship Portfolio, The Competitive Environment, Value-Adding Supply Chain Relationships, Foundations of Contract Performance, Managing Non-Performance, Dispute Resolution, Assessing Contractual Risks, Contract Management, Supply relationship Management, Supply Performance Management

Kas tasub alluvatesse investeerida ja neid koolitada?

What if
we invest in our people
and they leave?

...
What if
we don't
and they stay?



**TÄNAN Teie aja eest 😊
ja
EDU SOOVIDES:**

kerttily.golubeva@ensto.com