



# HOW CAN YOUR PROCUREMENT TEAM ADD MORE VALUE TO THE BUSINESS?

Are you one of the many procurement organizations that achieved breakthrough value creation by introducing technology solutions and by streamlining processes? Now what? How do you repeat that success story in a challenging economic environment and with seemingly diminishing opportunities? For you to take the value you provide to your business to the next level your team needs more than new methodologies; they need to advance their skill-sets, mindsets and operating mode.



**DENALI ACADEMY CAN HELP YOU ACHIEVE THAT NEXT BREAKTHROUGH.**

## THE ROADBLOCK

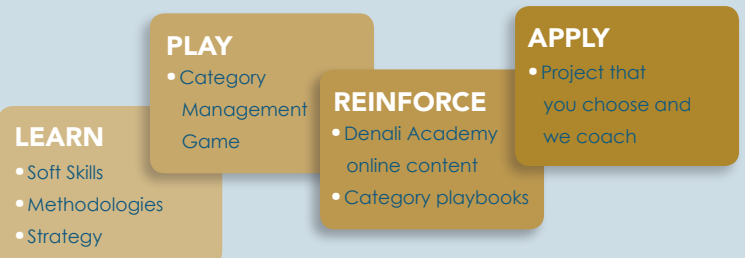
### Inadequate Skills

No matter where you are in your strategic sourcing journey, shifting your procurement team's mindset and skill-set can be a challenge. To develop strong, long-term category strategies that fit in with your corporate and procurement strategies, you must help your team transition from the role of tactical partner to that of a strategic partner. Cookie-cutter training programs don't adequately support these efforts. To effectively expand their skill-set, a team accustomed to dealing tactically needs training that focuses on mindset shifts and relates to their daily environment.

## THE SOLUTION

### Targeted Training

The holistic and modular Denali Academy comes with unique 4-part delivery model to help you make that change. Stakeholder management and other soft skills complement core procurement methodologies, so that your team can better drive value throughout the organization.



## Our Clients Have Seen the Difference

*"The training hit the mark, and was worth the cost and resource time"*

*"Lots of valuable information. It would be helpful to have a follow-up."*

*"I can be much more effective in my organization if I spend some time learning. The training gave me great insights into best practices that I can put into action in my daily work."*

## See it for Yourself

From Financial Services to Manufacturing, High-Tech and Hospitality, our clients aspire to excel in their industry.

Whether you're a US-based, \$100 million company or a multi-national Fortune 500 enterprise, we understand where you're coming from, and help you get where you want to go.



## Affordable Flexibility with Modular Training

The modular build of our classes allows you to create the ideal curriculum for your team at an affordable price point. Unless mentioned otherwise, modules are one-day classes when offered as stand-alones. Modules are available in a half-day format when part of a comprehensive program. Courses are offered on-site or in public sessions in Denali locations in Pittsburgh, PA and Bellevue, WA.

## FOCUS ON CATEGORY MANAGEMENT. PERFECT FOR CATEGORY MANAGERS WHO STRUGGLE WITH HOW TO BE MORE STRATEGIC.

### CM Foundation

A 3-day training that employs hands-on methods, supported by exercises and case studies, to teach critical methodologies such as category management process, opportunity assessment, requirements analysis, and total cost of ownership. The course also addresses vital soft skills such as stakeholder management.

### CM Excellence

A 2-day course that builds on the CM Foundation class. Gain more depth by applying CM skills in your own categories, present the results to your own Procurement leadership, practice presenting a concise elevator speech, and round out the applied learning with Denali Academy's proprietary and interactive CM game.

<b>FOCUS ON PROCESS</b>	RFP Development Proposal Evaluation	Contract and Supplier Management	Supplier Qualification Identifying & Managing Risk
<b>FOCUS ON SOFT SKILLS</b>	Stakeholder Engagement Change Management	Advanced Negotiation Team Building	Effective Communications Project & Time Management
<b>FOCUS ON ANALYSIS &amp; TECHNIQUES</b>	Supply Market Analysis	Cost Modeling & Analysis	Demand Rationalization

## The Fast Track to Training Success

### READY

Tell us what you need and review our suggestions on modules and training formats for your team.

### SET

Schedule the trainer or select a public session that fits your schedule.

### GO!

Attend the training and see your team thrive!

## Learn More Now

To discuss your needs and find out how we can help your team perform at its peak, e-mail [training@denaliusa.com](mailto:training@denaliusa.com) or call 412.228.5054.