



EIPM

The source for Excellence

GLOBAL TRAINING SOLUTIONS IN PURCHASING & SUPPLY MANAGEMENT





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Our mission

To serve our clients to deploy knowledge in Purchasing & Supply Management to contribute to sustainable value creation for the different stakeholders.

Our vision

- To be the leading institute ▼
- To be the reference by differentiation ▼
- To be the preferred global supplier

Our values

- Respect & Humility
- Courage & Commitment
- Justice & Equity
- Moderation
- Responsibility



Never underestimate the benefits of investing in your team's talent



Bernard Gracia • EIPM Dean & Director

Each business is unique. Every company has its own culture, targets, challenges and geo-economical setting.

When we established EIPM, it was with a clear vision to create a center of excellence in Purchasing – driving up standards across the industry. For the past two decades, EIPM has been successfully helping Companies around the globe to reach their full potential through educational solutions in Purchasing and Supply Management.

As a result of this approach, we deliver the most up-to-date catalogue of solutions for all levels of purchasing responsibility in four continents and eight languages. This represents an opportunity for procurement specialists to benefit locally from EIPM's expertise, developing cutting-edge, world-class skills essential for growing globalized businesses.

Contact your nearest EIPM office and let us help your team to reach their full potential!



About EIPM

What is EIPM?

EIPM is at the intersection of the business and the academic worlds, with an approach to education rooted in the reality of business.

Currently with branches in Geneva and Shanghai and partnerships in Brazil, India, Mexico, North America, Poland and the United Arab Emirates, the Institute has developed a complete range of solutions to meet the training and development needs of its large base of international clients in all sectors of industry and service.

What makes EIPM leading edge?

Global footprint: With a wide geographic coverage, providing solutions to companies across four continents, EIPM's multinational staff and international network allow EIPM to organise educational programmes all over the world, balancing global objectives and local requirements.

Leading edge content: EIPM continuously develops and leverages new methodologies, tools and concepts to offer the perfect balance between academic achievement and professional experience. EIPM publishes regularly, notably the EIPM Journal of Supply Excellence and the book Global Industrial Trends.

Pedagogic expertise: EIPM benefits from a well-qualified and international faculty, passionate about procurement and committed to our programmes and clients. Our Faculty is composed of prominent professors, consultants and executives of leading companies from different sectors.






Client relationship: EIPM maintains a dedicated customer service team, responsive to individual and organisations' needs. EIPM's international orientation and family spirit are key factors in its relationship with customers.

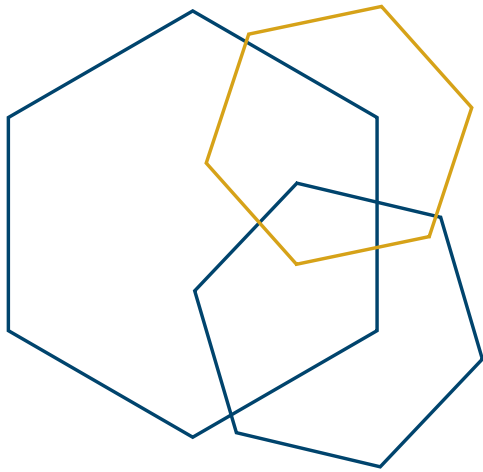
These companies place their trust in EIPM programmes:

Alstom	Bekaert	Continental	Faiveley	Kone	Nokia	Roche	Schlumberger	Thales
Araymond	Berendsen	Danfoss	Faurecia	Lafarge	Novartis	Rolls Royce	Siemens	Thyssenkrupp
Arcelormittal	BNP Paribas	Delphi	GDF Suez	Lexmark	Oerlikon	Safran	Sinopec	Total
Avril	Bombardier	Dupont	GE Energy	L'Oréal	Pernod Ricard	Saint Gobain	SKF	Unilever
Axa	Bouygues Construction	Eads	Goodyear	Magneti Marelli	Philips	Sanofi	Sodexo	UPM
Basf	Caterpillar	Eiffage	Holcim	Metso	Pirelli	SAP	STC	Vale
Bayer	Clariant	Ericsson	Honeywell	Michelin	PSA	Schindler	ST Microelectronics	Valeo
Beiersdorf	Coca-Cola	Essilor	Ipsen	Nestlé	Rio Tinto	Schneider	Tetra Pak	Vopak
								Vodafone



EIPM solutions to meet your training and development needs

TRAINING & EDUCATION		In-Company Programmes	Global deployment of customised in-company programmes. 4 000 participants in 9 different languages every year.
		Training Modules & Certification Programmes	Highly recognised qualifications for Buyers, Expert Buyers and Purchasing Managers. Proposed around two or three days or grouped on programmes of two or three weeks, available in four continents and presented twice a year.
		Global Executive MBA	An MBA for Executives and high potentials. The longest standing Executive MBA specialised in Purchasing and Supply Management. Available in Archamps and Shanghai.
		Executive Summer School	The Summer School draws on the EIPM Global Executive MBA specialisation modules. It is delivered through July and August and consists of four one-week modules.
		MSc for Professionals	A lifelong learning programme that combines the different levels of our Certification Programme and selected MBA modules.
RESEARCH		Research Projects & Publications	The Value Creation Observatory investigates the impact of Purchasing on Company Value Creation. The EIPM Journal of Supply Excellence shares strategic knowledge on subjects of current relevance for Purchasing.
		EIPM Club	A club of purchasing units benefiting from EIPM's latest research, innovative education, benchmarking and networking opportunities.
		Networking Opportunities	Sharing best practices through one-day Workshops, CPO Round Tables and the EIPM Annual Purchasing Conference.
TOOLS		Talent Assessment	Competency assessment for individuals, team or companywide evaluations. Available in 8 languages. More than 10 000 users.
		Maturity Assessment of the Organisation	This method evaluates the organisational maturity and performance of a company's Procurement or Supply Chain organisation. It is the base for the EIPM Peter Kraljic Awards process.
		E-learning Modules	E-learning modules and online exams to strengthen support and reinforce face to face training sessions.



Training & Education

Standard or customised. At our locations or in your premises. Rewarded by our diplomas or by your own specifically designed certificates. One of our educational solutions will suit you.

For those seeking continued intellectual growth in an academic environment that values creativity and entrepreneurship, there is no other credible choice.



In-Company

global deployment of customised in-house courses.

Our In-Company programmes are designed in close collaboration with the client to fully reflect the organisation's specific needs, practices, culture, strategy and purchasing tools. We deliver corporate programmes on a global scale, combining a unified approach with specific elements appropriate to each market. Every year, EIPM trains 4000 participants in 9 different languages through In-Company programmes.

An exclusive Purchasing Academy:

- Best Practices and tools that help deliver effective strategies.
- Common vocabulary and common understanding of purchasing strategies, ensuring effective interaction between purchasing staff worldwide.
- Personalised schedule, duration, language and delivery.
- It can deliver its own certificate.



Certification & Training Modules

16 specialised courses covering the full purchasing landscape.

EIPM's global expertise is available to your local teams, covering the full landscape of Purchasing functions.

Certification Programmes and Training Modules enable purchasing professionals to rapidly acquire competences that make a difference.

Filling the gaps and standing from the crowd:

- 16 specialised courses that can be taken independently of each other or combined into three programmes: Professional Buyers, Expert Buyers or Purchasing Managers.
- Offered on four continents, presented twice a year, and available in multiple languages.
- Complemented by e-learning modules, assignments and exams.



Global Executive MBA

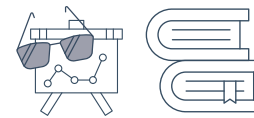
an MBA with Purchasing and Supply Management as its core.

The programme builds on 14 residential one-week modules spread over 2 years and a final project. Modules take place in Geneva, Shanghai and Mumbai, allowing for a truly global experience.

The EIPM MBA offers both generalist and specialist modules, combining theory and practice, which is ideally suited to a working Manager or Executive.

Innovative programme features:

- Specialised in Purchasing and Supply Management.
- Maximum flexibility, compatible with professional responsibilities.
- Renowned International Faculty.
- A Project that benefits the employer.
- Wide exposure to different industries and cultures.



Summer School and MSc

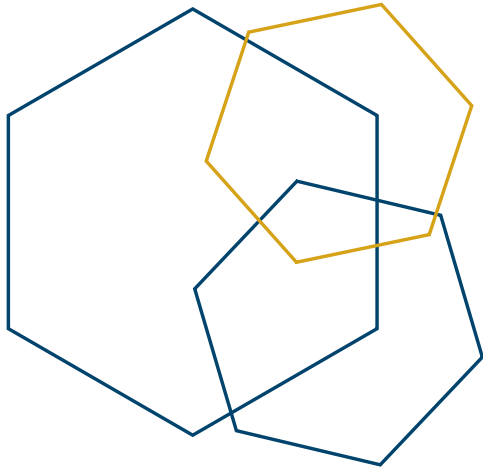
executive-level education in a distinctive format.

The Summer School draws on the EIPM Global Executive MBA specialisation modules. It is delivered through July and August and consists of four one-week modules.

The EIPM MSc is a lifelong learning programme that combines the different levels of our Certification Programme and selected MBA modules and can be taken over 3 to 10 years.

Maximum flexibility:

- The Summer School presents a concise schedule that respects professional commitments.
- The EIPM MSc adapts to the participant's pace.



Research

EIPM created a systematic Research process to develop new contents: it builds on regular exchanges with the corporate community through small and large events, and the findings are then cascaded on the different EIPM programmes.

Following this process, EIPM facilitates the dissemination of Academic Research through the Value Creation Observatory, the EIPM Journal of Supply Excellence and the EIPM Club. EIPM also promotes the exchange of Best Practices through Workshops, Round Tables and Conferences



The Value Creation Observatory

towards Edgeless Innovation with suppliers.

EIPM has embarked on a major Research project to measure the progress of the Purchasing profession towards Value Creation.

The ongoing research project consists of a series of surveys, workshops, case studies and publications. The results shed light on important questions in terms of achievements and practices, and result in periodic reports of the findings and recommendation for actions.

The project regularly evaluates and reports on:

- The impact of Purchasing on company value creation.
- The quality of the practices used to create value with suppliers.
- The KPI and skills needed to create value.
- The challenges and solutions commonly used in this area.



The EIPM Journal

a great occasion to look at familiar Purchasing and Supply Chain issues from a different perspective.

One of the outcomes of our applied research strategy is the EIPM Journal of Supply Excellence. The Journal stimulates critical thinking and shares strategic knowledge on subjects of joint interest and current relevance. It is available as digital content on EIPM's website and as a hard copy distributed per request and during the EIPM events.

Leading-edge content:

- Articles, interviews and other contributions from academic and professional experts in the field.
- Distributed to 3000 professionals every year.



EIPM Club

establishing new forms of collaboration.

In 2011, for its 20th Anniversary, EIPM took the lead and established a club of purchasing organisations.

Members of the EIPM Club learn from each other and initiate discussions that anticipate future trends and improve performances.

Participating companies benefit from:

- Benchmarking their practices with world class leaders.
- Getting access to the results of focused surveys, studies and research on a topic of their interest.
- Attending at no charge specific EIPM events.
- Regular high quality research and reports.
- Testing pilot courses.



Networking

must-go events for Purchasing professionals.

Over the last two decades EIPM has been promoting critical thinking through a series of events focused on Purchasing, Supply Chain, Talent Management, Innovation and Value Creation, amongst other topics.

Those events gather presentations, viewpoints, case studies and debates from three complementary perspectives: Practitioners, Academics, and Consultants.

Workshops:

Every year EIPM arranges multiple one-day Workshops in the Geneva Campus and at the different international EIPM branches.

- Focused on specific topics.
- Small group of experienced practitioners.
- Speakers from leading companies or academic relevance.
- The place to share the latest trends, discuss future challenges, as well as identify Best Practices in Purchasing and Supply Management regarding the chosen topic.

CPO Round Tables:

The principle of the EIPM Round Table is to gather a limited number of executives and guest speakers around short company cases and interactive workshops in a private and selected environment. Our goal is to create a network of professionals sharing the same values, the same enthusiastic approach to people and the same support for the Purchasing function.

- Maximum of 30 participants.
- One or two-days agenda.
- CPOs from different countries and industries.



Annual Conference:

The final event of the year for an active purchasing practitioner, the EIPM Annual Conference is a must-attend for Purchasing and Supply Management professionals.

- Over 150 Purchasing and Supply Chain professionals, academia and consultants involved.
- A singular opportunity to network, benchmark and meet peers in an exceptional EIPM informal spirit.
- Participants from a wide spectrum of industrial and service corporations worldwide.

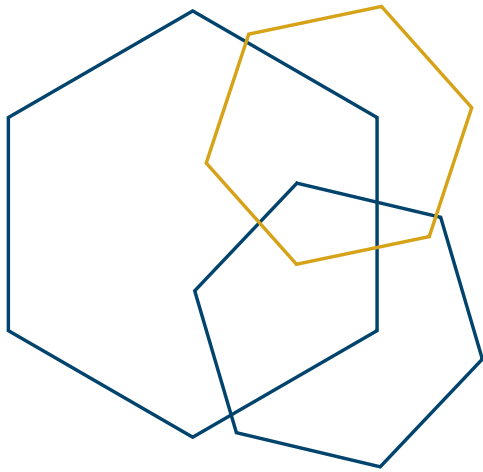
EIPM Peter Kraljic Awards for Excellence

Recognizing outstanding practices:

The Annual EIPM-Peter Kraljic Awards recognize the excellence of Purchasing Organisations that act as role models, delivering outstanding performance to their company and demonstrating high level of creativity, innovation and respect for the environment and society.

The award process comprises an online benchmarking and a one-day session led by two experienced assessors. The winners are selected by Peter Kraljic and a jury of industry leaders and experts in the field.

Over the past years, industry leaders such as Michelin, Henkel, Sanofi, Arcelor Mittal, L'Oréal, Vodafone, EADS, Ericsson, Robert Bosch and SAP, amongst others, have competed and won an award.



Tools

The source for Purchasing Excellence on three axes: Talent, Team and Distance Learning.

EIPM continuously develops and leverages new methodologies, tools and concepts to offer the perfect balance between academic achievement and professional experience.



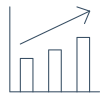
Talent Assessment

a secure, simple, flexible and efficient assessment process for individuals.

The EIPM Bee Resources® tool helps purchasing organisations, and individuals as well, to check that they have the right combination of skills to best serve their organisation today and tomorrow. The model identifies the most valuable competencies required to succeed in the various activities and jobs performed in these functions.

Do you have?

- An organisation with the necessary competences?
- Individuals with the skills expected for their assignment?
- Organisational and individual development plans to adapt to current and tomorrow challenges?



Maturity Assessment of the Organisation

how good is your procurement team?

The EIPM Organisation Assessment Tool benchmarks your organisation against leading companies and recognised best practices, providing an accurate visibility of the maturity and deployment of processes and the level of results achieved.

The EIPM Organisation Assessment tool provides:

- A maturity index for your organisation.
- Valuable Benchmarking insights against nine criteria.
- Identification of precise areas for improvement to better your performance and provide greater value to clients and stakeholders.



E-Learning Modules

a complete library of trainings just a click away.

The EIPM Learning Platform is composed of specialised e-Modules covering three strategic domains: Business & Economy, Purchasing and Logistics & Supply Chain.

The platform enables to exchange and coach participants, supporting their progress through a confidential, personal and friendly environment.

How online training can benefit your team?

- Train your global team on the same content whilst avoiding travel expenses.
- Customise it according to specific needs and environments.
- Complement it with face-to-face for maximum results.



Our Partners

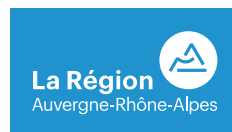
Academic



Professional

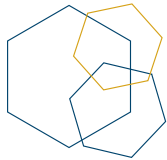


Public



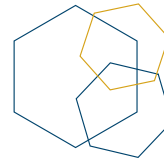


Testimonials



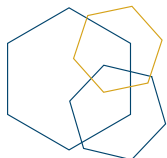
Each student brings a diverse range of professional and cultural experiences, which complement the theories presented, so that discussions are enlivened and enriched."

Dr K. Le Meunier-FitzHugues, Professor



"To me, EIPM is not just a school, but a home and a family. Aside from the amazing breadth of knowledge transmitted by the professors from famous European business schools, I was touched by their charisma as well."

Jean Deng, MBA Alumni



"The EIPM assessment process is a professional and impressive tool, and it is organized by a neutral organisation. This provides unbiased information about our sourcing operations. It is important to use the feedback as input to further development, but more importantly, this process served as a chance to benchmark our activities against other companies."

Jean-François Baril, Senior VP Sourcing and Procurement



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